

# What Do I Charge for LS?

*European Region*



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- First and foremost, ensure your license investment creates meaningful and transformative ROI for you, your organization, your clients and their organization.
- Think about the sale of an LS System as an end-to-end solution with a series of events, IP and approaches that are built into the structure of transformative results.
- In your calculations for price of investment:
  - Consider delivery + prep for each month, overall project guidance and mentoring required.
  - Consider the number of LCP's, 1:1 debriefs, and additional coaching done by you or your team, or a bank of coaching hours available, as needed, over the year.
  - Allow peer to peer coaching to do its work and put some time into ensuring that peers are connected and having their in-between sessions with each other (bullet one – project guidance/mentoring)
- Go create magic!

# A Guideline for Executive Leadership (Basics):

LS System	Pricing Estimates	Cohort of Eight for Six Sessions	Estimate Total
LCP and Debrief	€455 LCP Retail 90 min Debrief: €910 – 1.706,25 1.5 hour	LCP = €3.640 Debrief = €7.280+	€10.920 – 17.190
LS System	136.50€ per person per session	€136,50 x 8 = €1.092 6 L2L courses LS System tools/materials/etc.	€1.092 per session/ Total €6.552 + printing, etc.
Delivery	€682,50 – 1.137,50+/hr.	3 - 5k (half day) x 6 sessions Prep: 2 hrs. per session	€21.840 – 36.400 €8.190 - 13.650
Bank of Coaching/mentoring	€682,50 – 1.137,50/hr.	16 hrs.	€10.920 – 18.200
<b>Total</b>			<b>€58.422 – 91.182</b>
Project Management	5 - 10% of total		€2.912 – 9.282
<b>Total</b>	<b>Total 12-month project</b>		<b>€61.334 – 100.464</b>

# A Guideline for Mass Development (Basics):

LS System	Pricing Estimates	Cohort of Eight	Total
LCP and Debrief	€455 LCP x €364 – 682,50 (Debrief)	LCP €3.640 Debrief €5.460	€10.920
LS System	€91 per person per session	€91 x 8 x 6 sessions This includes handouts, all access with little to no printing, etc.	€728 €4.368
Delivery	€318,50 – 682,50/hr.	Half day sessions (add prep – as appropriate)	€7.644 – 16.380
Bank of mentoring	€318,50 – 682,50/hr.	6 hrs. – Bank	€1.911 – 4.095
<b>Total</b>			<b>€24.843 – 35.763</b>
Project Management	5% of total	Coordination, ensuring oversight of Admin and TB with HR/CEO, etc.	€1.242,15 – 3.576,3
<b>Total</b>	<b>Total 12-month project</b>		<b>€26.085,15 – 39.339,30</b>