

## **FEDERAL GOVERNMENT GSA RATES FOR COURSES ON SITE**

Special discounts of up to 34% off of commercial rates have been pre-negotiated with the federal government. Courses at agency locations are sold in blocks of 10. Flat rates in blocks of 10 are charged because of instructor requirements. In most cases, one instructor may train up to ten participants. Two instructors are required for 11 – 20 participants and three instructors for 21 – 30 participants. For example, a flat rate of \$18383.58 is charged for ToP® Facilitation Methods: Leadership Edition whether there are 11 or 20 participants. Volume discounts apply (see chart below). On site courses are usually customized to meet the organizational needs. This may increase the price.

<b>Federal Government On Site Courses Rates</b>	<b>Course Length</b>	<b>Flat rate for up to 10 participants</b>	<b>For next 10 participants (11 – 20)</b>	<b>For next 10 participants (21 – 30)</b>
ToP® Facilitation Methods: Leadership Edition	3 days	9476.07	8907.51	8338.94
ToP® Accelerated Action Planning	½ day	2992.44	2812.90	2633.35
ToP® Action Planning and Accelerated Action Planning	1 day	4987.41	4688.16	4388.92
ToP® Facilitation for Innovation: Inspiring Group Creativity	1 day	4987.41	4688.16	N/A
ToP® Focused Conversation	1 day	4987.41	4688.16	4388.92
ToP® Focused Conversation Method: Brain Based Leadership	1 day	4987.41	4688.16	4388.92
ToP® Consensus Workshop	1 day	4987.41	4688.16	4388.92
ToP® Strategic Planning	2 days	7481.11	7032.24	6583.38
ToP® Approaches to Environmental Scanning	1 day	4987.41	4688.16	4388.92
ToP® Secrets of Implementation	2 days	7481.11	7032.24	6583.38
ToP® Social Process Triangles	1 day	4987.41	4688.16	4388.92
Participatory Project Management Part One: Project Design	½ day	\$3,950	N/A	N/A
Participatory Project Management Part Two: Project Planning	½ day	\$3,950	N/A	N/A

ToP Facilitation Methods and ToP Strategic Planning courses are eligible for continuing education credit by the National Commission for Health Education Certification (13.5 CECH) and American Institute for Certified Planners (14.5 CM). Additional units are available for ToP Facilitation Method: Leadership Edition.

Federal Government – Flat rates for each level of courses

<b>Federal Government On Site Courses Rates</b>	<b>Course Length</b>	<b>Flat rate for up to 10 participants</b>	<b>Flat rate for 11 – 20 participants</b>	<b>Flat rate for 21 – 30 participants</b>
ToP® Facilitation Methods: Leadership Edition	3 days	9476.07	18383.58	26722.52
ToP® Accelerated Action Planning	½ day	2992.44	5805.34	8438.69
ToP® Action Planning and Accelerated Action Planning	1 day	4987.41	9675.57	14064.49
ToP® Facilitation for Innovation: Inspiring Group Creativity	1 day	4987.41	9675.57	N/A
ToP® Focused Conversation	1 day	4987.41	9675.57	14064.49
ToP® Focused Conversation Method: Brain Based Leadership	1 day	4987.41	9675.57	14064.49
ToP® Consensus Workshop	1 day	4987.41	9675.57	14064.49
ToP® Strategic Planning	2 days	7481.11	14513.35	21096.73
ToP® Approaches to Environmental Scanning	1 day	4987.41	9675.57	14064.49
ToP® Secrets of Implementation	2 days	7481.11	14513.35	21096.73
ToP® Social Process Triangles	1 day	4987.41	9675.57	14064.49
Participatory Project Management Part One: Project Design	½ day	\$3,950	N/A	N/A
Participatory Project Management Part Two: Project Planning	½ day	\$3,950	N/A	N/A