

# Masterful Coaching Fee Structure

*What's keeping you up at night? Special introductory offer: \$1000 for three coaching sessions.*

**Coaching needs to be looked at as an investment, as well as delivering immediate ROI.**

- 100% of our clients see a dramatic improvement in their effectiveness
- 90% of our clients get a big promotion within 12 months or less
- 80% of our clients see an improvement in business results

## FEE STRUCTURE

Masterful Coaching fees vary according to your level in the organization, duration of the coaching, and potential for economic impact. Fees vary according to whether the company is paying for it or the individual. Self-payers pay approximately half of the company charge.

We look to create a win/win arrangement for each coaching engagement. The programs are customized to the individual and/or corporation, so prices may vary from what we are suggesting here. (\*International travel requires a 25-50% surcharge. Call for fees.)

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## IF THE COMPANY PAYS

**The following are the fees for the EFFECTIVE EXECUTIVE PROGRAM or the CEO CHALLENGE (I) PROGRAM in a typical Global 1000 Corporation.** These executive coaching programs involve quarterly face to face meetings, monthly go to webinar meetings, and weekly phone or Skype phone calls. 360 Transformational Coaching is included depending on the level of the executive.

- **CEO or C Suite Level in Fortune 500:** \$150,000 plus for one year (includes verbal 360)
- **President or General Manager of Big Business Unit (or function) over \$300 million to \$billion plus in revenue:** \$75,000 - \$100,000 for one year (includes verbal 360)
- **Senior Vice President of a Business Function (e.g. bank) with significant span of control:** \$35,000 per 6 months (no verbal 360)
- **First Level Vice President (e.g., bank):** \$25,000 per 6 months (no verbal 360)
- **Director:** \$20,000 per 6 months (no verbal 360)

## EMERGING LEADERS PROGRAM and HIGH PERFORMANCE TEAM PROGRAM

These company sponsored programs are based on number of people in the program, time involvement, level in organization, intended results. Call us for a quote.

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## SELF PAYERS

Fees for self-payers are pro-rated according to personal income:

- **Group A:** \$300,000 to \$500,000 plus annual income, an hourly rate of \$385.
- **Group B.** \$100,000 to \$300,000 annual income, an hourly rate of \$285.

<b>FEE SELF PAYER</b>	<b>Time Commitment</b>	<b>Group A</b>	<b>Group B</b>
<b>Career Navigator</b>	4 calls each month, 3 month commitment	\$4620	\$3420
<b>1<sup>st</sup> 100 Days Plan</b>	4 calls each month, 3 month commitment	\$4620	\$3420
<b>CEO Challenge (I)</b>	4 calls each month, 6 month commitment	\$9240	\$6840
<b>Effective Executive</b>	4 calls each month, 6 month commitment	\$9240	\$6840

**OPTIONAL: 360 Transformational Coaching can be added to any program**

Involves 4-5 days, add \$6800 to price of program

- 12 verbal 360 interviews with bosses, peers, direct reports
- Analysis and report preparation
- Transformational conversation to present feedback

**OPTIONAL FOR SELF PAYERS**

**We recommend the special introductory offer, *What's Keeping You Up At Night?***

3 sessions \$1000