

ii member option fee matrix

	PayGo	LaunchPad	Enterprise	Entrepreneur*
<b>Establishment</b>	\$685	\$1,685	\$11,685	\$21,685
<b>License (1 month free for upfront 12 months license)</b>	\$189mth	\$159mth/\$1,749yr	Inclusive	Inclusive
<b>Student enrolment fee</b>	\$50 per student	\$50 per student	\$50 per student	\$50 per student
<b>Training discount</b>	20%	40%	70%	Unlimited training
<b>Average rate over 3 years – based on estimate of team training packages for size of business</b>	\$20,061 (based on team of 3)	\$23,561 (based on team of 6)	\$24,753 (based on team of 10)	\$21,685 (based on unlimited team)
<b>Comparable rate over 3 years – based on 6 team training packages</b>	\$29,665	\$23,561	\$20,001	\$21,685
<b>Renewal fee</b>	Not applicable	Not applicable	\$6,685	\$11,685

- License period 3 years
- Establishment, License fees, Student enrolment fee and Renewal fee are quoted in Australian Dollars
- Establishment, License fees, Student enrolment fee and Renewal fee are subject to GST
- Monthly license is fixed for 3-year license term
- Renewal fee due every 3 years and subject to price change (Entrepreneur only)
- Training quoted in US Dollars and is inclusive of GST
- Non-member training fee is \$495 per program (inclusive of GST)
- LaunchPad and Enterprise receive one-month free license if license paid annually
- If monthly license fee is not paid via direct debit a monthly administration fee of \$15 (+GST) is payable

*\*Conditions apply (Entrepreneur): Up to 1,000 managements, up to 2 agencies, additional agencies and/or managements –POA*

## calculations (based on estimate of team training packages for size of business)

### PayGo (based on 3 team members including business owner)

Establishment fee	\$685
3 year License fee (\$189 x 36)	\$6,804
Training (including 20% member agent discount)	
<b>3 x team training (\$396 x 8 x 3 = \$9,504)</b>	<b>\$12,672</b>
<b>Management training (\$396 x 8 = \$3,168)</b>	
<b>Total</b>	<b>\$20,161</b>

### LaunchPad (based on 6 team members including business owner)

Establishment fee	\$1,685
3 year License fee (\$159 x 36)	\$5,724
(License does not include discount for annual payment)	
Training (including 40% member agent discount)	
<b>6 x team training (\$287 x 8 x 6 = \$13,776)</b>	<b>\$16,152</b>
<b>Management training (\$297 x 8 = \$2,376)</b>	
<b>Total</b>	<b>\$23,561</b>

### Enterprise (based on 10 team members including business owner)

Establishment fee	\$11,685
3 year License fee (\$129 x 36)	Inclusive
Training (including 70% member agent discount)	
<b>10 x team training (\$148.50 x 8 x 10 = \$11,880)</b>	<b>\$13,068</b>
<b>Management training (\$148.50 x 8 = \$1,188)</b>	
<b>Total</b>	<b>\$24,753</b>

### Entrepreneur (unlimited team members including business owner)

Establishment fee	\$21,685
License fee inclusive of Establishment fee	Inclusive
<b>Training (unlimited)</b>	<b>Inclusive</b>
<b>Total</b>	<b>\$21,685</b>

## calculations (based on 6 team training packages)

### PayGo (based on 3 team members including business owner)

Establishment fee	\$685
3 year License fee (\$189 x 36)	\$6,804
Training (including 20% member agent discount)	
<b>6 x team training (\$396 x 8 x 6 = \$19,008)</b>	<b>\$22,176</b>
<b>Management training (\$396 x 8 = \$3,168)</b>	
<b>Total</b>	<b>\$29,665</b>

### LaunchPad (based on 6 team members including business owner)

Establishment fee	\$1,685
3 year License fee (\$159 x 36)	\$5,724
(License does not include discount for annual payment)	
Training (including 40% member agent discount)	
<b>6 x team training (\$287 x 8 x 6 = \$13,776)</b>	<b>\$16,152</b>
<b>Management training (\$297 x 8 = \$2,376)</b>	
<b>Total</b>	<b>\$23,561</b>

### Enterprise (based on 10 team members including business owner)

Establishment fee	\$11,685
3 year License fee (\$129 x 36)	Inclusive
Training (including 70% member agent discount)	
<b>6 x team training (\$148.50 x 8 x 6 = \$7,128)</b>	<b>\$8,316</b>
<b>Management training (\$148.50 x 8 = \$1,188)</b>	
<b>Total</b>	<b>\$20,001</b>

### Entrepreneur (unlimited team members including business owner)

Establishment fee	\$21,685
License fee inclusive of Establishment fee	Inclusive
<b>Training (unlimited)</b>	<b>Inclusive</b>
<b>Total</b>	<b>\$21,685</b>