

General Services Administration
Federal Supply Service

AUTHORIZED
FEDERAL SUPPLY SCHEDULE
PRICE LIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage![™], a menu-driven database system. The INTERNET address for GSA Advantage![™] is: GSAAdvantage.gov.

Training Aids, Devices & Instructor-Led Training
2FYA-AR-060001-B
FSC GROUP 69

Prepared Printed Instructional Materials 27-200
Prepared Audio & Visual Instructional Materials 27-300
Instructor-Led Training 27-400
Course Development & Test Administration 27-500

Contract # **GS-02F-0095T**
For more information on ordering from Federal Supply Schedules,
Click on the FSS Schedules button at fss.gsa.gov.
Contract period is from May 1, 2007 through April 30, 2012

FranklinCovey is a Large Business.

Ordering Contact:
Federal Programs
FranklinCovey
2200 W. Parkway Blvd.
Salt Lake City, UT 84119
888-702-1776

Administrative Contact:
Grace Lack
FranklinCovey
2200 W. Parkway Blvd.
Salt Lake City, UT 84119
801-817-4289



FranklinCovey

CUSTOMER INFORMATION

Contract No.: GS-02F-0095T
 Taxpayer Identification No.: 87-0561601
 DUNS: 012290503
 CAGE Code: 1PJX8

1a. Special Item Numbers (SIN) awarded:

SIN 27-200	Prepared Printed Instructional Materials	Pages 5-6
SIN 27-300	Prepared Audio & Visual Instructional Materials	Page 7
SIN 27-400	Instructor-Led Training	Pages 7-11
SIN 27-500	Course Development & Test Administration	Page 12

1b. Lowest priced model number and lowest unit price:

SIN 27-200	28696	CO Work Compass Pagefinder Insert (26 pack)	\$	3.07
SIN 27-300	73064	Sense of Purpose Renewal Workbook		
	73066	Self Integrity Renewal Workbook	\$	5.99
	73068	Achieving Balance Renewal Workbook		
SIN 27-400		Building Trust: The Key to High Performance (Bundled: Consultant + Materials)	\$	3,230.85
SIN 27-500		Production Consultant	\$	685.10

1c. Hourly rates, description of all corresponding commercial job titles, experience, functional responsibility and education for types of employees or subcontractors who will perform. **N/A:**

2. Maximum order: \$1,000,000

3. Minimum order: \$100

4. Geographic coverage: Domestic

5. Point of production: FranklinCovey, Salt Lake City, Utah

6. Discount from list prices or statement of net price: Prices shown herein are net (discount deducted).

7. Quantity discounts: As stated for each special item number.

8. Prompt payment terms: No additional discounts for prompt payment (Net 30 days)

9a. Government commercial credit cards are accepted at or below the micro-purchase threshold. No discount is offered for payment by Government credit card.

9b. Government commercial credit cards are accepted above the micro-purchase threshold. No discount is offered for payment by Government credit card.

10. Foreign items (list items by country of origin): None

11a. Time of delivery: Standard orders are shipped by ground delivery within 48 hours of order receipt. Please allow 10 to 12 working days for CONUS deliveries unless otherwise noted.

11b. Expedited delivery: Items available for expedited delivery are noted in this price list. All items offered by FranklinCovey are offered for expedited delivery at the agency's expense.

11c. Overnight and 2-day delivery are available at additional expense. Contact your FranklinCovey Client Partner for rates.

11d. Urgent Requirements: Contact your FranklinCovey Client Partner to affect the fastest delivery possible.

12. F.O.B. point: Destination. Products ship from FranklinCovey, 2200 West Parkway Blvd., Salt Lake City, UT 84119

13a. Ordering address: FranklinCovey, 2200 West Parkway Blvd., Salt Lake City, UT 84119

13b. Ordering procedures:

Standard course scheduling: Please schedule courses or consulting activities at least eight weeks prior to the desired delivery date in order to ensure scheduling flexibility and sufficient logistical and participant preparation time.

Travel costs and expenses: Prices listed do not include travel costs and expenses for presenters and consultants.

14. Payment address: FranklinCovey, PO Box 25127, Salt Lake City, UT 84125-0127
15. Warranty provision: All products carry an unconditional guarantee against any defect in craftsmanship for one full year.
16. Export packing charges: **N/A**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): In accordance with government commercial credit card program guidelines.
18. Terms and conditions of rental, maintenance, and repair (if applicable): **N/A**
19. Terms and conditions of installation (if applicable): **N/A**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices(if applicable): **N/A**
- 20a. Terms and conditions of any other services (if applicable): **N/A**
21. List of service and distribution points (if applicable): **N/A**
22. List of participating dealers (if applicable): **N/A**
23. Preventive maintenance (if applicable): **N/A**
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **N/A**
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov: **N/A**
25. Data Universal Number System (DUNS) number: 012290503
26. Notification regarding registration in Central Contractor Registration (CCR) database: Contractor is registered in the Central Contractor Registration (CCR) database.

INTRODUCTION TO FRANKLINCOVEY

Franklin Covey helps organizations succeed by unleashing the power of their workforce to focus and execute on their top organizational priorities.

How many of your employees are focused, energetically engaged, and delivering results every day? Can everyone—from the cabinet to the frontline—identify your agency's highest priorities? Do they pull together effectively to maximize those results?

As a leader within your organization, you know how difficult it is cascading the agency's vision at 30,000 feet into actionable behaviors among frontline workers to achieve critical objectives. Getting people working on the right things at the right time—the wildly important projects, tasks, and initiatives that ultimately matter most—remains a huge challenge for agencies today.

Our [Focus](#) and [Synergy Solutions](#) helps your employees become committed to action and deliver consistently as individuals and as highly effective teams.

[Focus Solutions](#) help employees from top to bottom in organizations voluntarily and passionately focus and execute on their top organizational priorities.

[Synergy Solutions](#) help leaders and employees achieve superb results by pulling together at the highest levels of effectiveness and teamwork.

Prepared Printed Instructional Materials (SIN 27-200)

Prepared Audio & Visual Instructional Materials (SIN 27-300)

Our training materials, participant manuals, planner products, measurement and assessment tools, leadership learning systems and other products are designed to help individuals and organizations be more effective.

Instructor-Led Training (SIN 27-400)

A fundamental aspect of organizational change and improvement is training and education. Our training curriculum and delivery create an environment that encourages change and provides processes that promote organizational effectiveness. Through FranklinCovey's Leadership Training License Agreement, facilitators within your organization can become certified to teach most of our courses.

Course Development & Test Administration (SIN 27-500)

FranklinCovey's Course Development and Test Administration Services can help your organization make positive changes through needs assessment and innovative solution design and implementation. Our consultants work with your organization in a strategic win-win partnership to ensure that you can identify and address the issues that affect organizational performance. We offer a wide range of consulting services to help you assess needs, design and implement solutions, and measure results.

In the 1998 National Defense Authorization Act, Congress encouraged the organizations in the Department of Defense to use “innovative, challenging leader development programs that are tailored to the specific needs of each individual service and service culture and that will help military and civilian leaders and managers to develop and practice the most effective leadership skills possible.”

“The government of the United States of America was founded on principles...principles that we hold inviolate as a people. It is not surprising, then, that FranklinCovey's principle-based training programs and productivity tools have found such a welcome home in so many government agencies.”

--National Defense Authorization Act for Fiscal Year 1998 Report

Franklin Covey's integrated services and products approach can help your organization develop the strategies and tools it needs to succeed as it faces the challenge issued by Congress.

PREPARED PRINTED INSTRUCTIONAL MATERIALS, SIN 27-200

FranklinCovey instructional materials are tools specifically designed to help individuals and organizations become more effective. We developed these products to enhance implementation of the principles of effective living that participants learn in FranklinCovey courses. Licensed materials may only be purchased by an Agency with a signed license agreement on file with FranklinCovey or in connection with On-Site training provided by FranklinCovey.

Assessment Products

SIN #	SKU #	Description	Qty	Price
SIN 27-200	71470	Paper 360 Benchmark: Manager 3.0	Each	\$160.04
SIN 27-200	71469	Paper 360 Benchmark: Associate 3.0	Each	\$123.90
SIN 27-200		Online 360 Benchmark: Manager 3.0	Each	\$154.88
SIN 27-200		Online 360 Benchmark: Associate 3.0	Each	\$118.74
SIN 27-200	OEPRA9R	7 Habits 3.0 Re-Benchmark: Manager	Each	\$77.44
SIN 27-200	OEPRB7R	7 Habits 3.0 Re-Benchmark: Associate	Each	\$59.37
SIN 27-200	74106	Building Trust Pre-Work Profiles	10-Pkg	\$56.79

Books

SIN #	SKU #	Description	Qty	Price
SIN 27-200	29677	7 Habits Paperback (when combined with training)	Each	\$7.23
SIN 27-200	29678	7 Habits Hardcover	Each	\$12.39
SIN 27-200	74565	The 8 th Habit Hardcover	Each	\$21.48
SIN 27-200	74535	The 8 th Habit Paperback	Each	\$11.56
SIN 27-200	29663	7 Habits Family Paperback	Each	\$7.16
SIN 27-200	72489	7 Habits Family Hardcover	Each	\$12.27
SIN 27-200	29664	The 7 Habits Teens Paperback	Each	\$7.16

Facilitator Kits (Licensed Material)

SIN #	SKU #	Description	Qty	Price
SIN 27-200	74862	7 Habits Signature Facilitator Kit 3.0	Each	\$516.25
SIN 27-200	74714	7 Habits for Associates Facilitator Kit	Each	\$516.25
SIN 27-200	74778	7 Habits for Managers	Each	\$516.25
SIN 27-200	74847	7 Habits Maximizer	Each	\$206.50
SIN 27-200	74015	Intro 7 Habits for Healthcare Facilitator Kit	Each	\$309.75
SIN 27-200	73862	7 Habits RPM Facilitator Kit	Each	\$97.11
SIN 27-200	74950	7 Habits Families Facilitator Kit	Each	\$383.32
SIN 27-200	74877	7 Habits Teens Facilitator Kit	Each	\$383.32
SIN 27-200	74651	Presentation Advantage Facilitator Kit	Each	\$516.25
SIN 27-200	74651	Technical Presentation Advantage Facilitator Kit	Each	\$511.09
SIN 27-200	74645	Meeting Advantage Facilitator Kit	Each	\$516.25
SIN 27-200	74551	Writing Advantage Facilitator Kit	Each	\$516.25
SIN 27-200	74557	Technical Writing Advantage Facilitator Kit	Each	\$516.25
SIN 27-200	74520	FOCUS Facilitator Kit	Each	\$516.25
SIN 27-200	74519	RPM FOCUS Facilitator Kit	Each	\$92.93
SIN 27-200	74546	Building Trust Facilitator Kit	Each	\$511.09
SIN 27-200	75124	Project Management Facilitator Kit	Each	\$511.09
SIN 27-200	73653	Rethinking Stress Facilitator Kit	Each	\$511.09
SIN 27-200	74899	Championing Diversity Facilitator Kit	Each	\$516.25
SIN 27-200	74378	4 Disciplines Facilitator Kit	Each	\$511.09
SIN 27-200		What the CEO Wants You to Know Facilitator Kit	Each	\$511.09
SIN 27-200	75108	Leadership Facilitator Kit	Each	\$516.25
SIN 27-200	75103	Leadership Facilitator Manual	Each	\$170.36
SIN 27-200	75070	4 Disciplines Manager Facilitator Kit	Each	\$206.50
SIN 27-200		4 Disciplines Manager Supplemental Kit	Each	\$258.13

Additional Facilitator Materials (Licensed Material)

SIN #	SKU #	Description	Qty	Price
SIN 27-200	74762	7 Habits Signature DVD Set 3.0	Set	\$1,652.00
SIN 27-200	74844	7 Habits Signature Video Set 3.0	Set	\$1,652.00
SIN 27-200	73429	7 Habits DVD Set – Replacement only	Set	\$309.75
SIN 27-200	74707	7 Habits Signature Teaching Posters (10 Set)	Set	\$51.63
SIN 27-200	74921	7 Habits Managers Participant Certificate	25-pkg	\$18.59
SIN 27-200	74924	7 Habits Maximizer Participant Certificate	25-pkg	\$18.59
SIN 27-200	74924	Project Management Participant Certificate	25-pkg	\$18.59
SIN 27-200	74925	Advantage Series/Generic Participant Certificates	25-pkg	\$18.59

SIN 27-200	74924	Generic Participant Certificate	25-pkg	\$18.59
SIN 27-200	74403	Work Compass Software (stand alone)	Each	\$20.44
SIN 27-200	75040	Leadership Facilitator Program DVD	Set	\$1,652.00
SIN 27-200	75040	Leadership Facilitator Program DVD (Replacement only)	Set	\$309.75
SIN 27-200	74924	4D Generic Participant Certificate	25-pkg	\$18.59
SIN 27-200	74924	xQ Generic Participant Certificate	25-pkg	\$18.59
SIN 27-200	75039	Leadership Posters	Set	\$51.63

Participant Materials, Kits & Workbooks (Licensed Material)

SIN #	SKU #	Description	Qty	Price
SIN 27-200	73494	7 Habits Participant Manual 2.0	Each	\$98.09
SIN 27-200	75224	7 Habits Signature Participant Manual 3.0	Each	\$116.67
SIN 27-200	74713	7 Habits for Associates Participant Manual	Each	\$69.18
SIN 27-200	74915	7 Habits Managers Participant Kit	Each	\$106.35
SIN 27-200	74783	7 Habits Maximizer Participant Kit	Each	\$37.17
SIN 27-200	74040	7 Habits RPM Participant Multi-Pack	Pack	\$51.11
SIN 27-200	74954	7 Habits Families Participant Kit	Each	\$12.52
SIN 27-200	74522	7 Habits Teens Participant Kit	Each	\$10.48
SIN 27-200	74105	Building Trust Participant Manual	Each	\$55.76
SIN 27-200	72859	Project Management 1-Day Participant Kit	Each	\$108.41
SIN 27-200	72873	Project Management 2-Day Participant Kit	Each	\$120.80
SIN 27-200	73334	Project Management Microsoft Add-on	Each	\$70.21
SIN 27-200	73612	Rethinking Stress Participant Kits	Each	\$89.83
SIN 27-200	74656	Presentation Advantage Participant Kit	Each	\$108.41
SIN 27-200	74682	What the CEO Wants You to Know Participant Kit	Each	\$97.11
SIN 27-200	74656	Technical Presentation Advantage Participant Kit	Each	\$107.33
SIN 27-200	KEMAPNEW	Meeting Advantage Participant Kit	Each	\$108.41
SIN 27-200	74561	Technical Writing Advantage Participant Kit (includes Style Guide)	Each	\$108.41
SIN 27-200	74555	Writing Advantage Participant Kit (includes Style Guide)	Each	\$108.41
SIN 27-200	75015	FOCUS Participant Pack	Each	\$55.76
SIN 27-200	74132	RPM FOCUS Participant Kit (cost w/no training)	Each	\$51.63
SIN 27-200	KE7HIHCPA RT	Introduction to 7 Habits for Healthcare Participant Manual	1-299	\$74.34
			300-499	\$71.24
			500-749	\$60.92
			750-999	\$44.40
			1,000+	\$39.24
SIN 27-200	74898	Championing Diversity Participant Manual	Each	\$64.02
SIN 27-200	75086	4 Disciplines Participant Kit	Each	\$95.06
SIN 27-200	75050	4 Disciplines Team Work Session Participant Kit	Each	\$97.11
SIN 27-200	75112	Leadership Participant Kit (includes 360 LQ)	Each	\$258.13
SIN 27-200	75285	4 Disciplines Manager Certification Participant Kit	Each	\$258.13
SIN 27-200	74650	4 Disciplines Maximizer Module Participant Manual	Each	\$42.33

Additional Participant Materials

SIN #	SKU #	Description	Qty	Price
SIN 27-200	by date	Franklin Planner Starter Kit w/binder (Monarch)	Each	\$78.47
SIN 27-200	by date	Franklin Planner Starter Kit w/binder (Classic)	Each	\$57.82
SIN 27-200	by date	Franklin Planner Starter Kit Pre Assembled (Classic only)	Each	\$73.31
SIN 27-200	74853	Management Essentials Booklet	Each	\$30.98
SIN 27-200	74854	7H Managers Tools Forms package	25-Pkg	\$15.49
SIN 27-200	74870	7H Maximizer Pocket Card	Each	\$15.49
SIN 27-200	74866	Work Matters Booklet	Each	\$12.39
SIN 27-200	by date	Pre-assembled FOCUS Planner Kit (Classic Size)	Each	\$62.98
SIN 27-200	74640	Plan Plus 3.0 for Microsoft (when purchased with training in place of Franklin Planner Kit)	Each	\$71.24
SIN 27-200	22989	Creative Juicers	Each	7.22
SIN 27-200	74659	Meeting Advantage Forms	Each	25.81
SIN 27-200	74535	Style Guide w/CD ROM	Each	\$51.57
SIN 27-200	73468	Style Guide CD ROM only	Each	\$51.57
SIN 27-200	74535	Style Guide w/CD ROM when purchased with Presentation Advantage only	Each	\$13.42
SIN 27-200	73468	Style Guide CD ROM when purchased with Presentation Advantage only	Each	\$13.42
SIN 27-200	28692	CO Work Compass (26 pack)	26-Pack	\$6.34
SIN 27-200	28693	CL Work Compass (26 pack)	26-Pack	\$6.50

SIN 27-200	28694	MO Work Compass (26 pack)	26-Pack	\$7.32
SIN 27-200	28696	CO Work Compass Pagefinder Insert (26 pack)	26-Pack	\$3.07
SIN 27-200	28697	CL Work Compass Pagefinder Insert (26 pack)	26-Pack	\$3.23
SIN 27-200	28698	MO Work Compass Pagefinder Insert (26 pack)	26-Pack	\$4.05
SIN 27-200	74955	7 Habits Families Calendar	Each	\$15.33
SIN 27-200	KEHFGEN	Home & Family Participant Bundle	Each	\$35.78
SIN 27-200	KEHFBWF	Balancing Work & Family Bundle	Each	\$32.71
SIN 27-200	KEHFBFR	Building Family Relationships Bundle	Each	\$32.71
SIN 27-200	74101	Ultimate Activity Guide	Each	\$13.54
SIN 27-200	74658	Visual Advantage Manual	Each	\$40.89
SIN 27-200	74723	What the CEO Wants You to Know Book	Each	\$20.39
SIN 27-200	74338	xQ Debrief Report	Each	\$20.65
SIN 27-200	74361	xQ Poster Pack – extra copies (1 pack = 50)	50-Pack	\$123.90
SIN 27-200	74396	xQ Desk Drop Letter – extra copies (1 pad = 100 letters)	100-Pad	\$15.49
SIN 27-200	74397	xQ Marketing CD – extra copy	Each	\$20.65
SIN 27-200	74871	xCelsius Software	Each	\$201.34

PREPARED AUDIO & VISUAL INSTRUCTIONAL MATERIALS

SIN 27-300

Video Learning Systems

SIN #	SKU #	Description	Qty	Price
SIN 27-300	73121	Renewal Series Kit	Each	\$30.23
SIN 27-300	73065	Sense of Purpose Renewal Video	Each	\$12.09
SIN 27-300	73067	Self Integrity Renewal Video	Each	\$12.09
SIN 27-300	73069	Achieving Balance Renewal Video	Each	\$12.09
SIN 27-300	73064	Sense of Purpose Renewal Workbook	Each	\$5.99
SIN 27-300	73066	Self Integrity Renewal Workbook	Each	\$5.99
SIN 27-300	73068	Achieving Balance Renewal Workbook	Each	\$5.99

Leadership Library

SIN #	SKU #	Description	Qty	Price
SIN 27-300	72948	Max & Max: Unleashing the Potential in People Kit	Each	\$198.49
SIN 27-300	72946	Mauritius: Celebrating Differences Kit	Each	\$198.49
SIN 27-300	72942	I Know Just What You Mean Kit	Each	\$198.49
SIN 27-300	72950	Tearing Down Walls Kit	Each	\$198.49
SIN 27-300	72944	Leading By Example Kit	Each	\$198.49
SIN 27-300	72947	Max & Max: Unleashing the Potential in People Participant Manuals (Pkg 10)	10-Pkg	\$59.80
SIN 27-300	72945	Mauritius: Celebrating Differences Participant Manuals (Pkg 10)	10-Pkg	\$59.80
SIN 27-300	72941	I Know Just What You Mean Participant Manuals (Pkg 10)	10-Pkg	\$59.80
SIN 27-300	72949	Tearing Down Walls Participant Manuals (Pkg 10)	10-Pkg	\$59.80
SIN 27-300	72943	Leading By Example Participant Manuals (Pkg 10)	10-Pkg	\$59.80

Audio Sets

SIN #	SKU #	Description	Qty	Price
SIN 27-300	71171	7 Habits Audio on CD (3 CDs)	3-Set	\$23.89
SIN 27-300	28898	4 Disciplines Audio on CD (3 CDs)	3-Set	\$29.87
SIN 27-300	72122	7 Habits Family Audio Set (4 tapes)	4-Set	\$17.95
SIN 27-300	19074	Balancing Work & Family Audio (2 tapes)	2-Set	\$15.96
SIN 27-300	19960	Building Family Relationships Audio (2 tapes)	2-Set	\$15.96
SIN 27-300	23437	7 Habits Teens CD Set	2-Set	\$14.32
SIN 27-300	29681	The 8 th Habit Book on CD	Each	\$50.32
SIN 27-300	28898	4 Disciplines Audio Workshop (3 CDs)	3-Set	\$30.92

INSTRUCTOR-LED TRAINING, SIN 27-400

FranklinCovey's training courses are highly interactive workshops that use multimedia, integrated application exercises, case studies, group discussions, and instructor presentations. Note that the cost of each course varies according to the presenter level, that the cost listed is for the minimum number of participants and includes all materials.

FranklinCovey's three consulting levels allow us to respond to the differing needs of organizations and provide flexibility.

- The **Consultant** is our primary consultant pool. This group delivers most of our standard training as well as some customized courses.
- The **Senior Consultant I** delivers customized programs for senior management groups.
- The **Senior Consultant II** specializes in executive-level programs, which provide participants with the special benefits of this group's extensive corporate and leadership expertise.

Minimum Education and Experience Requirements for consultants include:

1. Bachelor's degree in Education, Communication, Organizational Development or related field.
2. Five years corporate business experience.
3. Demonstrated track record in training, consultative selling, presentation, coaching, and business development skills.
4. Previous experience with Franklin Covey material and processes strongly preferred.

FOCUS SOLUTIONS: The Focus Solution unleashes the power of your workforce by enabling them to identify, focus on, and execute top business priorities.

SIN 27-400 FOCUS: Achieving Your Highest Priorities 1-day Course

The FOCUS: Achieving Your Highest Priorities workshop is the anchor of the FranklinCovey Focus Solution. This one-day course teaches productivity skills integrated with a powerful planning system that helps employees clarify, focus on, and execute the highest priorities-personally and professionally. Price includes presenter fees and the minimum number of participant materials

Consultant	\$4,490.50
Minimum/maximum participants: 20/50	
Price per each additional participant over 20	\$118.74

SIN 27-400 FOCUS: Achieving Your Highest Priorities: Rapid Performance Modules (RPM)

These tools are easy-to-use tools that focus on specific skills learned in the FOCUS: Achieving Your Highest Priorities course. They can be used as stand-alone lessons for self-study, group discussion, or instructor-led class.

Price per participant (bundled without Training)	\$51.11
Price per participant (bundled with Training)	\$40.89

SYNERGY SOLUTIONS: The Synergy Solution helps your employees and leaders work at the highest levels of interpersonal effectiveness through greater trust, teamwork, and unity.

SIN 27-400 The 7 Habits of Highly Effective People- Signature (3.0) 3-day Course

Based on Dr. Stephen R. Covey's bestseller, *The Seven Habits of Highly Effective People*, this upgraded course will help the leaders of your organization develop the skills needed to improve personal and professional effectiveness, increasing trust and influence in their roles. The Signature program teaches a natural process founded on proven principles that helps transform employees from contributors to true leaders. Price includes presenter fees and the minimum number of participant materials.

Consultant	\$14,184.24
Sr. Consultant I	\$15,997.74
Sr. Consultant II	\$20,531.49
Minimum/maximum participants: 12/36	
Price per each additional participant over 12	\$303.34

SIN 27-400	The 7 Habits of Highly Effective People – Introductory Course For Associates	1-day Course
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Based on Dr. Stephen R. Covey's bestseller, *The Seven Habits of Highly Effective People*, this course helps staff level employees develop the skills needed to improve personal and professional effectiveness. These skills will help organizations increase retention rates, improve teamwork, align employees with the organizations missions and goals and increase productivity & accountability. Price includes the presenter fees and the minimum number of participant materials.

Consultant	\$4,356.38
Sr. Consultant I	\$4,960.88
Sr. Consultant II	\$6,472.13
Minimum/maximum participants: 12/36	
Price per each additional participant over 12	\$69.18

SIN 27-400	The 7 Habits for Managers	2-day Course
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This workshop is an intensive application-oriented learning experience that focuses on the fundamentals of great leadership. This workshop gives new and experienced managers a set of tools that will help them meet all of today's management challenges, including, but not limited to: conflict resolution, prioritization, performance management, execution and team and employee development. Price includes presenter fees and the minimum number of participant materials.

Consultant	\$8,328.67
Sr. Consultant I	\$9,537.67
Sr. Consultant II	\$12,560.17
Minimum/maximum participants: 12/36	
Price per each additional participant over 12	\$106.35

NOTE: Bundled pricing does not include the Benchmark

SIN 27-400	The 7 Habits Maximizer	1-day Course
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This is a one day application experience for past participants of other *7 Habits* workshops. It makes an ideal "refresher" course or renewal course by not only reviewing the principles, but by focusing on specific applications of *The 7 Habits* in the workplace. Participants will learn how to: focus on the high-leverage projects they can influence in their current role; identify the unique talents, skills, and contribution they have to offer; align their individual work with their organization's Wildly Important Goals; apply the best of their talents and skills to their work role. Price includes presenter fees and the minimum number of participant materials.

Consultant	\$3,972.29
Sr. Consultant I	\$4,576.79
Sr. Consultant II	\$6,088.04
Minimum/maximum participants: 12/36	
Price per each additional participant over 12	\$38.71

SIN 27-400	The 7 Habits of Highly Effective People: Rapid Performance Modules (RPM)	
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These tools are easy-to-use tools that focus on specific skills learned in The 7 Habits of Highly Effective People course. They can be used as stand-alone lessons for self-study, group discussion, or instructor-led class.

Price per participant (bundled without Training)	\$81.77
Price per participant (bundled with Training)	\$40.89

SIN 27-400	Building Trust: The Key to High Performance	1-day Course
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Building Trust will provide you with the tools you need to confront trust issues, find personal and professional solutions, and develop lifelong habits that incorporate the principles of trustworthiness and trust. Price includes presenter fees and the minimum number of participant materials.

Consultant	\$3,230.85
Minimum/maximum participants: 20/50	
Price per each additional participant over 20	\$55.76

SIN 27-400	What the CEO Wants You to Know: Building Business Acumen	1-day Course
<p>This 1-day course based on <i>What the CEO Wants You to Know</i> by business authority Ram Charan, educates employees on financial concepts crucial to a successful organization. Price includes presenter fees and the minimum number of participant materials.</p>		
	Consultant	\$6,988.01
	Sr. Consultant I	\$8,484.14
	Sr. Consultant II	\$10,728.35
	Minimum/maximum participants: 20/50	
	Price per each additional participant over 20	\$117.50
SIN 27-400	Championing Diversity: A Proactive Approach to Workplace Diversity	1-day Course
<p>This workshop goes far beyond mere tolerance, helping participants actively seek out and leverage differences in order to achieve better, sustained results. What's more, Championing Diversity takes the perspective that each employee, regardless of race or gender, is unique and can make a singular, irreplaceable contribution — as long as that uniqueness is sought out and celebrated. Price includes presenter fees and the minimum number of participant materials.</p>		
	Consultant	\$3,396.05
	Sr. Consultant I	\$4,403.55
	Minimum/maximum participants: 20/50	
	Price per each additional participant over 20	\$64.02
SIN 27-400	Introduction to 7 Habits for Healthcare	1-day Course
<p>Now, a program that takes The 7 Habits of Highly Effective People® and applies it directly to the lives of modern healthcare workers. Created in collaboration with numerous healthcare organizations across the U.S., this powerful seminar teaches universal, life-changing principles and applies them to the healthcare setting. The end result is a 1-day training that enables healthcare workers to create balance, find fulfillment, and achieve higher levels of productivity, performance, and job satisfaction. Price includes presenter fees and the minimum number of participant materials.</p>		
	Consultant	\$5,013.05
	Minimum/maximum participants: 20/50	
	Price per each additional participant over 20	\$74.34
SIN 27-400	The 7 Habits of Successful Families	1-day Course
<p>This 1-day course offers the tools and skills needed for family members to gain confidence in their knowledge and ability to strengthen their families and to communicate challenges and overcome them successfully together. Price includes presenter fees and the minimum number of participant materials.</p>		
	Consultant	\$6,817.51
	Minimum/maximum participants: 12/36	
	Price per each additional participant over 12	\$27.85
SIN 27-400	The 7 Habits of Highly Effective Teens	1-day Course
<p>This 1-day course gives young people a set of proven tools to deal successfully with real life, and will help improve student performance, reduce conflict, and enhance cooperation and teamwork among parents and teens. Price includes presenter fees and the minimum number of participant materials.</p>		
	Consultant	\$3,878.72
	Minimum/maximum participants: 12/36	
	Price per each additional participant over 12	\$32.31

PROJECT MANAGEMENT: Many organizations today face out-of-control costs due to projects that are full of changes, past deadlines, and over budgets. Companies are plagued by projects that constantly need fixing because they weren't managed right the first time. With FranklinCovey Project Management™ training, you learn not only how to manage a project effectively but also how to balance multiple projects plus your other tasks and commitments. You learn how to focus on the right project at the right time. As a result, you don't waste time on false starts or on corrections and additions later in the project. Our training is available in one-day and two-day formats. An optional half-day on Microsoft* Project software is also offered.

SIN 27-400	Project Management	1-day Course
This workshop provides an introduction to project and workload management and is designed for those with no previous project management training, but who find that more and more of their work assignments are project oriented. It is ideal for those who work on projects of fewer than 100 tasks. Price includes presenter fees and the minimum number of participant materials.		
Consultant		\$4,284.00
Sr. Consultant I		\$5,291.50
Sr. Consultant II		\$6,299.00
Minimum/maximum participants: 20/30		
Price per each additional participant over 20		\$108.41
SIN 27-400	Project Management	2-day Course
This workshop is designed for project managers and those who work on complex projects encompassing several hundred tasks. Entire teams are encouraged to attend and work on their project together. Participants leave the training with some significant work accomplished on one of their projects. Price includes presenter fees and the minimum number of participant materials.		
Consultant		\$6,647.55
Sr. Consultant I		\$8,662.55
Sr. Consultant II		\$10,677.55
Minimum/maximum participants: 20/30		
Price per each additional participant over 20		\$120.80
SIN 27-400	Project Management (Includes Microsoft Project)	3-day Course
This workshop includes our two-day project management training and also introduces you to the key modules of Microsoft Project software, providing a tool that supports the FranklinCovey Project Management process. Experience with Microsoft Windows® environment is necessary for this training. Price includes presenter fees and the minimum number of participant materials.		
Consultant		\$10,167.50
Sr. Consultant I		\$13,190.00
Sr. Consultant II		\$16,212.50
Minimum/maximum participants: 20/30		
Price per each additional participant over 20		\$191.01
OTHER FRANKLIN COVEY COURSES:		
SIN 27-400	Rethinking Stress™	1-day Course
Up to 75 percent of all time lost in the workplace is stress-related. The workplace-and life itself-is full of stress. The solution to stress lies in finding effective ways of dealing with its real causes, not just the symptoms. In this workshop, you'll receive powerful tools that will help you become more stress-resistant and improve how you respond to stress in your life. Price includes presenter fees and the minimum number of participant materials.		
Consultant		\$3,912.30
Minimum/maximum participants: 20/40		
Price per each additional participant over 20		\$89.83
SIN 27-400	Presentation Advantage	1-day Course
This is a dynamic, fast-paced workshop that helps you learn how to turn presentation anxiety into confidence. Our ability to harness the right combination of communication tools will help you improve the quality, impact, and results of virtually any presentation.		
Consultant		\$4,284.00
Minimum/maximum participants: 20/40		
Price per each additional participant over 20		\$108.41

SIN 27-400	Technical Presentation Advantage	1-day Course
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This 1-day course teaches participants the skills to improve the quality, clarity, structure, and expected results of technical communications, helping to increase productivity, resolve issues, avoid errors, and increase credibility. Price includes presenter fees and the minimum number of participant materials.

Consultant	\$4,241.16
Minimum/maximum participants: 20/40	
Price per each additional participant over 20	\$107.33

SIN 27-400	Meeting Advantage	1-day Course
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This workshop allows you to make your meetings more effective and productive. This dynamic, skills-based workshop will help stimulate team interaction and improve results. This course will empower participants to develop standards for high-focus meetings and use a three-step process to implement those standards: Frontload (initiate, plan, define the purpose; Focus (motivate, lead, stay on topic); Follow Through (activate, drive, produce results).

Consultant	\$4,284.00
Minimum/maximum participants: 20/40	
Price per each additional participant over 20	\$108.41

SIN 27-400	Writing Advantage	1-day Course
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This course teaches you how to make your written communication more clear and memorable. This skills-based course will help you set writing standards that will have a lasting impact on business results.

Consultant	\$4,284.00
Minimum/maximum participants: 20/40	
Price per each additional participant over 20	\$108.41

SIN 27-400	Writing Advantage	2-day Course
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The two day course dives deeper into the following categories: Plan, Design, Draft, and Revise

Consultant	\$6,399.75
Minimum/maximum participants: 20/40	
Price per each additional participant over 20	\$108.41

SIN 27-400	Technical Writing Advantage	2-day Course
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This workshop teaches you how to take complex ideas and make them understandable and memorable in written form. This skills-based workshop will help you set technical writing standards that will have an impact on business results.

Consultant	\$6,399.75
Minimum/maximum participants: 20/40	
Price per each additional participant over 20	\$108.41

COURSE DEVELOPMENT AND TEST ADMINISTRATION, 27-500

FranklinCovey's Course Development and Test Administration Services can help your organization make positive changes through needs assessment and innovative solution design and implementation. Our consultants work with your organization in a strategic win-win partnership to ensure that you can identify and address the issues that affect organizational performance. We offer a wide range of consulting services to help you assess needs, design and implement solutions, and measure results.

SIN 27-500 Customized Solutions Consulting

Daily Rate

The Customized Solutions Group help customers develop unique solutions that meet their specific needs by drawing on the robust set of FranklinCovey content and tools, to develop and design training and organizational improvement solutions that respond directly to customer requirements. This resource can also tailor and integrate FranklinCovey solutions with original, internally developed customer materials.

Production Consultant	\$685.10
Proofreader	\$906.75
Instructional Designer	\$1,007.50
Project Leader	\$1,046.79
Print Advisor	\$1,046.79
Visual/Multimedia Designer	\$1,192.88
Diagnostic Consultant I	\$1,304.71
Diagnostic Consultant II	\$1,813.50

Customized Solutions Consulting Labor Category Descriptions and Qualifications

- ✓ Bachelor's degree in business or related field or equivalent in related experience
 - ✓ Minimum 5 years of professional experience coordinating development and production of complex printed materials and associated packaging.
 - ✓ Ability to work in the Microsoft Office applications, with proficiency expected in Word and Excel and Project Management. Some experience with Macintosh systems and with Quark, Illustrator, Photoshop, or InDesign but not mandatory.
1. **Production Consultant:** Manages the internal process for producing any Innovations or Custom Client Solutions training or documentation produced for a client or specific market segment. Works with Project Leader to facilitate purchase requisitions, vendor selection, and order placement and fulfillment.
 2. **Proofreader:** Proofreads documents and marks for correction of grammatical, typographical, compositional, or layout errors using either the Innovations Style Guide or other Style Guide specified by the client as a reference tool. Delivers marks to a Designer, Writer, or Project Leader for correction (as designated by the project plan). May be requested to check corrections against initial marks.
 3. **Instructional Designer:** Works with the client and the FranklinCovey project team to design, verify, and suggest changes to instructional content; assists in recommending instructional applications and delivery media. The Instructional Designer may also serve as the Project Leader, Writer, or Consultant on a project.
 4. **Project Leader:** Manages projects for the Innovations and Custom Client Solutions Department. The project manager is responsible for coordinating the project from beginning to end; including budget, resources, client needs, content development, timeline, quality assurance, pilot courses, and client satisfaction. The Project Leader maintains a positive team environment that promotes distinct individual contribution and high quality standards. This team typically includes the client, the Division Manager, a Consultant or Instructional Designer, Writer, Editor, Proofreader Graphic Designer, and Production Consultant or printing vendor. The Project Leader may be responsible for more than one project at a time.
 5. **Print Advisor:** Works directly with the Project Leader to make recommendations on media delivery, printing methods and techniques, and available design resources. May coordinate vendor relationship when appropriate.
 6. **Graphic Designer:** Produces visual layout according to the needs of the Innovations Department and Custom Client Solutions' clients, using a mix of creative skills and commercial/company awareness. Designers need imaginative flair, awareness of current FranklinCovey course layout and branding, a working knowledge of the latest computer packages, an understanding of material costs and productivity guidelines, and an ability to work well with a Project Manager. The Designer delivers the product in the media requested by the client i.e. online, PDF file for viewing only, hard copy, or print-ready files.
 7. **Diagnostic Consultant I:** Facilitates courses produced by FranklinCovey; custom and mass offerings. Delivers pilot material for testing and consults with the client regarding recommended changes to custom courses. May serve to identify client training needs, or develop and review course content for Innovations or Custom Client Solutions project.
 8. **Diagnostic Consultant II:** Represents FranklinCovey as a leader in the training industry. Differentiated from Diagnostic Consultant I by years of training experience, variety FranklinCovey courses they can offer, and the proficiency at which they deliver those courses. May serve to identify client training needs, or develop and review course content for Innovations or Custom Client Solutions project.