GSA Awarded Pricing
General Services Administration
Federal Supply Service: Professional Services
Multiple Award Schedule

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 GSA Advantage® is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov

Price List Current as of Modification# PS-0042
Effective August 14, 2021

CONTRACT NUMBER:
GS-10F-0435R

PERIOD COVERED BY CONTRACT:
August 18, 2020 through August 17, 2025

Business Size: Small
Table of Contents

1. About Leadership Strategies 2
3. Facilitators Titles, Responsibilities, Education and Experience 4-6
4. Professional & Management Dev Training-611430 Pricing 7-8
5. Ancillary Supplies and/or Services Pricing 9
6. Class Names and Descriptions 10-14
7. GSA Award Summary Information 15-20

Leadership Strategies - The Facilitation Company is a national leader in professional facilitation, facilitation training, leadership training and soft skills training for information technology professionals. Since 1992, we have been helping organizations excel through our two primary service areas.

Meeting Facilitation Services

We provide organizations with dynamic professional facilitators who facilitate executive teams and task forces in areas such as strategic planning, issue resolution, requirements analysis, process improvement, community engagement and conference forums.

Facilitation Training and Soft-Skills Training

We train your people in facilitation skills, leadership, team building, presentations and consulting skills. Each month, we offer several of these courses as public, open enrollment classes in Atlanta, Boston, Chicago, Dallas, Denver, Las Vegas, Los Angeles, Orlando, New York, Seattle, and Washington, DC.

PDI Difference: What makes our training classes different? Nine out of ten participants rate our courses as *The Best Course* or *One of the Best Courses* they have ever taken. We think three elements in particular make us stand out. We call these the elements, the PDI Difference (Practical….Dynamic...Interactive).
Organizations rely on us to guide them in successfully developing and implementing strategies for growth and solutions to business needs. Our facilitators save you money by using our extensive library of processes as a starting point for designing your meeting. Let us help you with...

**Strategic Planning**
**Team Activation**
**Process Improvement**
**Issue Resolution**
**Team Building**
**Systems Requirements**

<table>
<thead>
<tr>
<th>Skill Category</th>
<th>GSA Labor Rate per hour</th>
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<tbody>
<tr>
<td>Senior Director</td>
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<tr>
<td>Director</td>
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<tr>
<td>Principal</td>
<td>$273.00</td>
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<td>Senior Manager</td>
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<td>Project Manager</td>
<td>$183.75</td>
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<tr>
<td>Documenter</td>
<td>$89.25</td>
</tr>
</tbody>
</table>

**Community Engagement**
**Meetings Transformation**
**Strategy Monitoring**
**Board Development and**
**Board Meeting Facilitation**
**Conference Facilitation**
**Focus Groups**
**Facilitated Systems**
**Planning**
**Strategic Plan**
**Assessment**
**Project Planning**
**Facilitation**
**Survey Design, Analysis & Implementation**
**Team Review**
Senior Director

**Functional Responsibilities**: Guides the development of director-level and below. Lead facilitation sessions that include multiple stakeholder groups, with highly complex issues with highly-charged emotions, high dysfunctions, and high stakes/high impact outcomes. Our Directors are responsible for delivering key note speeches. They assist in the writing, developing and delivering of proposals. The sessions they facilitate could be strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development to name a few.

**Minimum Education**: Bachelor Degree

**Minimum Experience**: 20 years

Our Directors have 20 or more years of consulting, facilitation and training experience, with a minimum of 20 years in a structured, methodology-focused consulting environment as well as a minimum of 20 years managing project teams and must be certified in 5 of our services. Directors have ten or more consulting experiences that cover at least 4 of the following: strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development.

Our Directors have strong analytical and interpersonal communication skills, excellent writing ability, and an eye for quality and detail. They also have extensive experience as an orator.

Director

**Functional Responsibilities**: Guides the development of principal-level and below. Lead facilitation sessions that include multiple stakeholder groups, with difficult-to-highly complex issues, that have defined outcomes and moderate-to-high levels of expected dysfunction. Our Directors are responsible for delivering key note speeches. They assist in the writing, developing and delivering of proposals. The sessions they facilitate could be strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development to name a few.

**Minimum Education**: Bachelor Degree

**Minimum Experience**: 15 years

Our Directors have 15 or more years of consulting, facilitation and training experience, with a minimum of 15 years in a structured, methodology-focused consulting environment as well as a minimum of 15 years managing project teams and must be certified in 4 of our services. Directors have ten or more consulting experiences that cover at least 4 of the following: strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development.
Our Directors have strong analytical and interpersonal communication skills, excellent writing ability, and an eye for quality and detail. They also have extensive experience as an orator.

Principal

**Functional Responsibilities:** Guides the development of senior managers. Lead facilitation sessions that include multiple stakeholder groups, with moderate-to-difficult issues, that have defined outcomes and moderate levels of expected dysfunction. Our Principals are responsible for delivering conference training sessions with more than 200 participants. They assist in the writing, developing and delivering of proposals. The sessions they facilitate could be strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development to name a few.

**Minimum Education:** Bachelor Degree

**Minimum Experience:** 12 years

Our Principals have 12 or more years of consulting, facilitation and training experience, with a minimum of 12 years in a structured, methodology-focused consulting environment as well as a minimum of 12 years managing project teams and must be certified in at least 3 of our services. Principals have ten or more consulting experiences in at least three of the following: strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development.

Our Principals have strong analytical and interpersonal communication skills, excellent writing ability, and an eye for quality and detail.

Senior Manager

**Functional Responsibilities:** Guides multi-session planning projects. Lead facilitation sessions that include single stakeholder groups, with simple-to-moderate issues, that have defined outcomes and low levels of expected dysfunction. Our Principles are responsible for delivering conference training sessions with more than 50 participants. They assist in the writing, developing and delivering of proposals. The sessions they facilitate could be strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development to name a few.

**Minimum Education:** Bachelor Degree

**Minimum Experience:** 10 years

Our Senior Managers have a minimum of 10 years of consulting, facilitation, and training experience with a minimum of 10 years in a structured, methodology-focused consulting environment as well as a minimum of 10 year managing project teams and must be certified in at least 1 of our services. Senior Managers have six or more consulting experiences in at least three of the following: strategic planning, process improvement, information system requirements analysis, team building, issue resolution, performance improvement, and organization development.

Our Senior Managers have strong analytical and interpersonal communication skills, excellent writing ability, and an eye for quality and detail.
Documenter

**Functional Responsibilities:** Documents the session results either in the session or once the session is complete.

**Minimum Education:** Bachelor Degree

**Minimum Experience:** 5 years

Our documenters have a minimum of 5 years administrative experience with proficient knowledge of Microsoft Office. They have excellent communication skills and general knowledge of the services we provide. They have previous documentation experience.

Project Manager

**Functional Responsibilities:** Maintains the budget, burn report, timeline for multi-session projects. Effectively communicates project inquiries. Communicates to the project team critical and timely information. Maintains close communication with project sponsor.

**Minimum Education:** Bachelor Degree

**Minimum Experience:** 8 years

Our Project Managers have a minimum of 8 year of managing internal and external project experience with a minimum of 8 year in a structured, methodology-focused consulting environment as well as experience managing project teams. Project Managers have two or more years managing projects in at least two of the following: strategic planning, information system requirements analysis, team building, issue resolution, performance improvement, and organization development.

Our Project Managers have strong analytical and interpersonal communication skills, excellent writing ability, and an eye for quality and detail.
Every one of our courses delivers the "**PDI Difference**":

- *Practical*...powerful techniques that you can apply right away.
- *Dynamic*...energetic facilitators that keep you engaged.
- *Interactive*...continuous interaction and practices to maximize your learning.

The **PDI Difference** is our mark of excellence. Every Leadership Strategies course will give you the techniques, motivation, and creativity to apply what you learn toward enduring results in the workplace.

**Comprehensive and Customizable to Meet Your Needs**

Our four series of courses cover every element required to optimize organizational performance.

- Do you have a number of people who need training? We can teach our courses on your site and even customize them with case studies and content to meet your specific needs. [Get more information about on-site classes.]
- We also offer public, open enrollment classes in Atlanta, Boston, Chicago, Dallas, Denver, Las Vegas, Los Angeles, Orlando, New York, Seattle, Washington DC. [View our public class schedule]

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### Training Services - Public

Locations: Atlanta, Boston, Chicago, Dallas, Denver, Las Vegas, Los Angeles, Orlando, New York, Seattle, Washington DC.

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Number of Training Days</th>
<th>GSA Price</th>
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<tr>
<td>The Effective Facilitator</td>
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<tr>
<td>Facilitating Virtual Meetings - Comprehensive</td>
<td>3</td>
<td>$1,407.00</td>
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<tr>
<td>The Engaging Trainer</td>
<td>3</td>
<td>$1,690.50</td>
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<td>The Facilitative Consultant</td>
<td>3</td>
<td>$1,690.50</td>
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<td>Advanced Facilitation Skills</td>
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<td>$1,911.00</td>
</tr>
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<td>The Secrets to Facilitating Strategy</td>
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<td>$1,785.00</td>
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<tr>
<td>Course Name</td>
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<tr>
<td>Facilitation Certification Preparation</td>
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<td>Training Services - Customer Site/Private</td>
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<td>Locations: Customer Site - Worldwide</td>
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<tr>
<td>Course Name</td>
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<tr>
<td>The Effective Facilitator</td>
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<td>The Effective Facilitator/Streamlined</td>
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<td>$16,521.75</td>
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<td>The Facilitative Consultant</td>
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<td>$16,521.75</td>
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<tr>
<td>The Secrets to Facilitating Strategy</td>
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<tr>
<td>Advanced Facilitation Skills</td>
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<tr>
<td>Facilitating Virtual Meetings - Comprehensive</td>
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<td>The Engaging Trainer</td>
<td>3</td>
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</tr>
<tr>
<td>The Effective Facilitator/Accelerated</td>
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<td>Effective Teams Work</td>
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<tr>
<td>Facilitating Masterful Meetings</td>
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<tr>
<td>Facilitating Virtual Meetings - Essentials</td>
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<tr>
<td>Facilitating Masterful Meetings/Streamlined</td>
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<td>Making Technical Meetings Work</td>
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<td>The Effective Communicator/DISC</td>
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<td>The Seven Separators</td>
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</tr>
<tr>
<td>Facilitating Strategic Planning</td>
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<td>$6,740.00</td>
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**Ancillary - Ancillary Supplies and/or Services.**

Products may be purchased online or by calling Leadership Strategies at 1-800-824-2850. Please note: payment is required prior to shipping of products.

<table>
<thead>
<tr>
<th>Product name</th>
<th>Unit of Issue</th>
<th>GSA Price</th>
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<tbody>
<tr>
<td>Buying Styles - Hardcover</td>
<td>1</td>
<td>$15.00</td>
</tr>
<tr>
<td>Click: The Virtual Meetings Book</td>
<td>1</td>
<td>$30.00</td>
</tr>
<tr>
<td>Facilitation Excellence: The Seven Separators Workbook</td>
<td>1</td>
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<tr>
<td>Facilitation Guides Workbook</td>
<td>1</td>
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</tr>
<tr>
<td>The Engaging Trainer</td>
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<tr>
<td>Strategies for Managing Client Relationships Workbook</td>
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<tr>
<td>The Advanced Facilitation Skills Workbook</td>
<td>1</td>
<td>$135.00</td>
</tr>
<tr>
<td>The Effective Consultant Workbook(Color)-V2</td>
<td>1</td>
<td>$315.00</td>
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<tr>
<td>The Effective Facilitator Workbook(Color)-V2</td>
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<tr>
<td>The Executive Guide to Facilitating Strategy book</td>
<td>1</td>
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<tr>
<td>Facilitating Masterful Meetings Workbook</td>
<td>1</td>
<td>$135.00</td>
</tr>
<tr>
<td>The Secrets of Facilitation - 2nd Edition</td>
<td>1</td>
<td>$45.00</td>
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<tr>
<td>The Secrets to Facilitating Strategy Workbook</td>
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<td>The Secrets to Masterful Meetings -ebook</td>
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<td>$10.00</td>
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<tr>
<td>The Secrets to Masterful Meetings -Paperback book</td>
<td>1</td>
<td>$15.00</td>
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</table>

Expenses and Travel time are included on a task order basis and are not part of the GSA schedule.
The Effective Facilitator

The Effective Facilitator - our flagship course - is a four-day class covering the ten principles of facilitation and includes six practice sessions. The ten principles cover the full range of facilitation techniques used for preparing, starting, focusing, recording, engaging, energizing, building consensus, managing dysfunction and closing. The sixth practice is a capstone exercise in which each student is video-taped facilitating the entire class using all the techniques they learned in the previous three days. Participants tell us they gain nearly as much from preparing for, executing and watching others execute this final exercise as they learned in the rest of the class.

The Effective Facilitator /Streamlined

The Effective Facilitator/S - The Streamlined Workshop is a three-day class and includes five practice exercises. The course covers the 10 principles as in the standard class. However, no video-taping or capstone exercise is included. Due to the slightly faster pace and the reduced exercise time, the Streamlined Workshop may not be as appropriate for people with minimal facilitation experience. One day is equal to 10 hours. The price per participant does not apply for 16 or fewer participants.

The Effective Facilitator /Accelerated

The Effective Facilitator/A - The Accelerated Workshop is a two-day class and includes three practice exercises. The course covers the 10 principles, as in the standard class, but at an accelerated pace. No video-taping or capstone exercise is included. Due to the much faster pace and the significantly reduced exercise time, the Accelerated Workshop is designed for veteran facilitators and is NOT appropriate for people with minimal facilitation experience. One day is equal to 10 hours. The price per participant does not apply for 16 or fewer participants.

The Facilitation Certification Preparation

The Certified Master Facilitator™ (CMF) designation is the highest level of certification available to facilitators. This course integrates The Effective Facilitator with the 30 CMF sub-competencies, resulting in a dynamic, power-packed five-day session that gives you everything you need to prepare for certification! The course includes:

- Overview of the CMF certification
Instruction in the 90+ techniques from *The Effective Facilitator* integrated with the 30 CMF sub-competencies

250 page workbook and a supplement on CMF competencies

**Special feature:** Through our special arrangement with the CMF certifying body, you will receive a videotape of your facilitation that can be submitted for CMF certification!

The International Institute for Facilitation (INIFac) grants the prestigious (CMF) designation. To become certified, you must submit a list of your facilitation experiences, a list of references, a written application that responds to the 30 CMF sub-competencies, and a videotape of you facilitating a session assigned by INIFac (see www.INIFac.org). The videotape must meet stringent INIFac requirements designed to ensure the integrity of the process. As a INIFac partner, we work on your behalf to create a videotape in the class can be submitted to NIFac for certification. Following the class, you will be able to complete the written assessment with confidence and submit the videotape, along with your references and experience list, for INIFac certification.

**Advanced Facilitation Skills**

After you have learned the basics, The Advanced Facilitation Skills Workshop will move your skills to the next level. This course is designed to help you gain an understanding of the “Level 3 Facilitator” and allow you to assess at which level you currently operate. The DISC communication styles model is used to provide you with insights in facilitating different personality types. During the course, each participant is given two opportunities to facilitate, and get valuable feedback from the veteran group. This course is available in a 3-day option, either in a public or on site private setting. (This course requires prior participation in The Effective Facilitator or The Accelerated Workshop). One day is equal to 10 hours. The price per participant does not apply for 16 or fewer participants.

**The Engaging Trainers**

This three day course will equip you with a full toolbox of strategies for engaging participants in dynamic and interactive training segments. Bring a module of your own class to get feedback and recommendations for transforming it using the *Facilitation for Trainers* techniques!

**Facilitating Strategic Planning**
In this one-day session, Facilitating Strategic Planning provides facilitators with both an understanding of a strategic planning process and a structured guide for facilitating strategic planning sessions. The facilitation guide employs the techniques of The Effective Facilitator, a four-day course which provides over 90 specific facilitation techniques and includes guides for ten commonly facilitated sessions. The topics covered in the session include: The key components of strategic planning, preparing for the plan, facilitating the strategic planning sessions, and keys to successful implementation. One day is equal to 10 hours. The price per participant does not apply for 16 or fewer participants.

The Facilitative Consultant

To be an effective consultant requires much more than strong technical skills. Whether you are an internal employee or an external resource, you need a multitude of "soft" skills. You must manage expectations, build trust, isolate key objectives, and manage client relationships. Technical expertise alone is not enough! You have to be able to understand your client's business, identify critical problems, develop clear solutions, and provide convincing recommendations for action. Through six focused exercises, The Facilitative Consultant three day course provides an environment for increasing your skills in these areas and more. One day is equal to 10 hours. The price per participant does not apply for 16 or fewer participants.

Effective Teams Work

What differentiates effective teams from ineffective ones? How does a great leader ensure a newly-formed team clearly understands its objectives, is focused, and is motivated to being productive? How does a great leader get members of an under-performing team inspired for change and action? Our course, Effective Teams Work, answers these questions and more. This highly-interactive two day course includes numerous exercises and in-class activities to provide the fundamentals for team success.

Facilitating Masterful Meetings

The two day Facilitating Masterful Meetings delivers a vision of what a great meeting should be. The course provides specific strategies for getting meetings started on time, keeping the discussion focused, eliminating dysfunctions, empowering people through Meeting Rights, and guiding the meeting when you are not the meeting leader.
Facilitating Masterful Meetings/Streamlined

*The one day Facilitating Masterful Meetings* delivers a vision of what a great meeting should be. The course provides specific strategies for getting meetings started on time, keeping the discussion focused, eliminating dysfunctions, empowering people through *Meeting Rights*, and guiding the meeting when you are not the meeting leader. This class provides fewer practice exercises than the two day class.

Making Technical Meetings Work

For people who lead technical meetings. This one-day course applies the tools from *Making Meetings Work* to the tougher environment of technical meetings.

The Secrets to Facilitating Strategy

This three day course provides a detailed understanding of each of the building blocks that make up a strategic plan and strategies for facilitating teams through the strategic planning process. You’ll learn the Drivers Model, a road map for constructing a strategic plan for your organization and tips for judging the quality of each component of your plan, and more.

The Effective Communicator/DISC

Interpersonal, one-on-one communications is a challenging area for many. Problems like "We don't communicate very well", "We just don't speak the same language," and "We're not on the same wavelength", are often solvable once core communications styles and strategies are well understood. The Effective Communicator helps participants identify their basic communication styles and provides practical tips for identify and adapting to the styles of others. This course also teaches skills for effectively influencing, probing, persuading and challenging others. The DISC communication model is used to provide key insights for effective communications. All participants receive a 20+ page description of their communication style, with strategies for adapting to the other styles. One day is equal to 10 hours. The price per participant does not apply for 16 or fewer participants.

The Seven Separator

For highly experienced facilitators only. If your team of veteran facilitators has only one day, this workshop focuses on the 7 key skills that we find separate great facilitators from good ones. During the workshop your team will gain keen insights into facilitation excellence and have opportunities to put the separators into practice.
Facilitating Virtual Meetings: Comprehensive

The three day online course is designed for people who frequently facilitate meetings where some or all participants are remote and may be dealing with meeting dysfunction. Facilitating Virtual Meetings- Comprehensive delivers a curriculum whereby facilitators can practice the proven methods that separate great facilitators from good ones. The price per participant does not apply for 16 or fewer participants.

Facilitating Virtual Meetings: Essential

This two day online course is designed to help you drastically improve the efficiency and productivity of your virtual meetings. Starting with an understanding of the common problems faced by virtual meeting leaders, this course provides step-by-step instructions you can use right away for seamlessly managing your virtual meetings.

<table>
<thead>
<tr>
<th>Product name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Secrets of Facilitation - 2nd Edition</td>
<td>The second edition of this facilitation classic offers a wealth of targeted techniques for facilitators who seek effective, consistent, and repeatable results. Based on Michael Wilkinson's proven SMART (Structured Meeting And Relating Techniques) approach, The Secrets of Facilitation can help to achieve stellar results when managing, presenting, teaching, planning, and selling, as well as other professional and personal situations.</td>
</tr>
<tr>
<td>The Effective Facilitator Workbook(Color)-V2</td>
<td>This workbooks covers the ten principles of facilitation. The ten principles cover the full range of facilitation techniques used for preparing, starting, focusing, recording, engaging, energizing, building consensus, managing dysfunction and closing.</td>
</tr>
<tr>
<td>The Effective Consultant Workbook(Color)-V2</td>
<td>This workbook details how to manage client relationships effectively and achieve results for clients. Build critical skills to increase credibility, improve communication and manage expectations. Apply the right processes through a comprehensive framework for all stages of the consulting.</td>
</tr>
<tr>
<td>Facilitation Guides Workbook</td>
<td>This workbook contains 15 detailed process plans and was developed by our Certified Master Facilitators™</td>
</tr>
<tr>
<td>Strategic Planning Workbook</td>
<td>This workbook provides a step by step process that make up a strategic plan and strategies for facilitating teams through the strategic planning process.</td>
</tr>
<tr>
<td>Workbook Title</td>
<td>Description</td>
</tr>
<tr>
<td>----------------------------------------------------</td>
<td>-----------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Facilitation Excellence: The Seven Separators Workbook</td>
<td>This workbook focuses on the 7 key skills that we find separate great facilitators from good ones. The workbook will help your team gain keen insights into facilitation excellence.</td>
</tr>
<tr>
<td>Strategies for Managing Client Relationships Workbook</td>
<td>This workbook provides tips on how you can manage expectations, build trust, isolate key objectives, to manage client relationships.</td>
</tr>
<tr>
<td>The Engaging Trainer Workbook</td>
<td>This workbook teaches participants to revolutionize their training styles by examining their current approach through a brand new lens. Provides customized tools and structure to allow participants to improve presentations and deliver material.</td>
</tr>
<tr>
<td>The Secrets to Facilitating Strategy Workbook</td>
<td>This workbook provides a detailed understanding of each of the building blocks that make up a strategic plan and strategies for facilitating teams through the strategic planning process.</td>
</tr>
<tr>
<td>Facilitating Masterful Meetings Workbook</td>
<td>The Secrets to Facilitating Masterful Meetings workbook provides Facilitators with a step-by-step guide for igniting a meetings revolution. The result: a complete culture transformation in which bad.</td>
</tr>
<tr>
<td>The Advanced Facilitation Skills Workbook</td>
<td>Take your expertise to the next level and enhance your ability to: create a vision that motivates people to action, engage groups in developing solutions and generate ownership that leads to results. Build upon the principles and techniques acquired in the Effective Facilitator Course.</td>
</tr>
<tr>
<td>Buying Styles - Hardcover</td>
<td>This quick and easy read book is packed with tips, checklists, and on-the-go references, unveils powerful new insights for successfully selling to anyone.</td>
</tr>
<tr>
<td>Click: The Virtual Meetings Book</td>
<td>The Virtual Meetings Book provides meeting leaders with 60 comprehensive strategies for planning and executing masterful virtual meetings.</td>
</tr>
<tr>
<td>The Executive Guide to Facilitating Strategy book</td>
<td>This book provides executives, leaders and facilitators with a step-by-step resource for guiding their team through all phases of the strategic planning process.</td>
</tr>
<tr>
<td>The Secrets to Masterful Meetings -ebook</td>
<td>The Secrets to Masterful Meetings provides leaders with a step-by-step guide for igniting a meetings revolution. The result: a complete culture transformation in which bad. This is the electronic version.</td>
</tr>
<tr>
<td>The Secrets to Masterful Meetings - Paperback book</td>
<td>The Secrets to Masterful Meetings provides leaders with a step-by-step guide for igniting a meetings revolution. The result: a complete culture transformation in which bad. This is the paperback version.</td>
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1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

- **541611** - Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
- **611430** - Professional and Management Development Training
- **611512** – Flight Training
- **OLM** – Order Level Materials for Supplies and/or Services
- **Ancillary** - Ancillary Supplies and Services

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.

SEE PAGE #4

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate not applicable for this item.

SEE PAGE #4

2. MAXIMUM ORDER:

$ 1,000,000

3. MINIMUM ORDER:

$100.00

4. GEOGRAPHIC COVERAGE (DELIVERY AREA):

Domestic or Worldwide.

5. Point(s) of production (city, county, and State or foreign country).

COMPANY ADDRESS
6. Discount from list prices or statement of net price.

Government net prices (discounts already deducted)

7. QUANTITY DISCOUNTS.

NONE

8. PROMPT PAYMENT TERMS:

Net 30 Days

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. Foreign items (list items by country of origin).

Not Applicable

10a. Time of delivery. (Contractor insert number of days.)

Contact Contractor

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list.

Contact Contractor

10c. Overnight and 2-day delivery.

Contact Contractor

10d. Urgent Requirements.

Contact Contractor

11. F.O.B. point(s).

Destination

12a. Ordering address(es).

Ordering Address
12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address(es).

Payment Address

14. Warranty provision.

Standard Commercial Warranty Terms & Conditions

15. Export packing charges, if applicable.

Not Applicable

16. Terms and conditions of rental, maintenance, and repair (if applicable).

Not Applicable

17. Terms and conditions of installation (if applicable).

Not Applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).

Not Applicable

18b. Terms and conditions for any other services (if applicable).

Not Applicable

19. List of service and distribution points (if applicable).

Not Applicable

20. List of participating dealers (if applicable).

Not Applicable

21. Preventive maintenance (if applicable).

Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).
Not Applicable

22b. 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/.

Not Applicable

23. Data Universal Number System (DUNS) number.

8455607902

24. Notification regarding registration in System for Award Management (SAM) database.

Contractor registered and active in SAM

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.