

## Financial Agreements Regarding the AWTP

### Production of Authorized Workshops

As an Authorized Teacher (AT), you will be producing your own Authorized Workshops. You are free to teach and produce the Authorized Workshops you have trained for as frequently as you wish, but we ask that you coordinate with other ATs and Network Reps in your area (see *Authorized Teacher Home Areas* for more details). You may set your own ticket prices (see below for more on price), as well as design and control the presentation of the Authorized Workshop venue.

### Guidelines on Ticket Prices

Our current policy (which may be revised as the program develops) is the following.

- Minimum Ticket Price in the US: 50% of the official EI ticket price (currently the EI charges approximately \$300, early bird; \$325 within a month). For example, your minimum ticket price would be \$150, unless there is some special reason for you to present a limited number of Workshops at lower prices when you first begin to teach.
- Minimum Ticket Price Abroad: We do not want to undercharge an official EI Workshop, yet we also realize that economies vary widely. Please consider the official EI ticket price of \$300, early bird; \$325 within a month as a general yardstick, and see what makes sense in your locale.

We are all trying to work with local market realities. Everyone wants to be paid adequately for their work, but we have to balance this against other factors, and we want you to make a profit putting on these Workshops. If you have questions or want to run your thinking by us, please consult each other (on the new AWTP Discussion Board) and contact Katy at [katy@EnneagramInstitute.com](mailto:katy@EnneagramInstitute.com).

### Payments to the EI

In return for access to the Authorized Workshop Detailed Notes, additional EI advertising, and reliance on The Enneagram Institute / Riso-Hudson reputation, you agree to pay the EI a royalty of 15% of the ticket price per person up to the 60<sup>th</sup> participant at your Authorized Workshops. You also agree to pay an “overage” royalty of 20% of the ticket price per person on the 61<sup>st</sup> participant and higher. (Note: the royalty is 15% on the first 60, and then 20% on the 61<sup>st</sup> and higher.)

- Note: Royalty paid on ticket price should not include fees you charge for food or overnight accommodation.

There is a \$75 per Workshop listing fee when you list your Authorized Workshop with the EI, to be paid to the EI for overhead and staff support, website programming, CyberGrams, and other AWTP logistical support, etc. The balance of the final royalty due the EI (the total royalty less the \$75 deposit) is based on the payment schedule as above and due within two weeks after your Workshop.

### **Free Guests**

The EI may, at their discretion, allow up to two people to attend your Authorized Workshop at no cost. This allows us to provide an inkind payment for services rendered to someone in your area. In this case, the EI will reimburse the Authorized Teacher for any overhead expenses, which can be subtracted from the final balance of your royalties due. Since there is no income to you, no royalties will be paid to the EI for that student.

Authorized Teachers may also, at your discretion, allow people to attend at no cost if they could not otherwise afford to, for which no royalty will be owed to the EI.

I have read, understood, and agree to the financial policies above.

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Your Name

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Date

Please make a copy for your records and return this original to Donna at the office via fax, scan/email, or hardcopy. Donna Teresi, The Enneagram Institute, 3355 Route 209, Stone Ridge, NY 12484. Fax: (845) 687-7486 or [katy@EnneagramInstitute.com](mailto:katy@EnneagramInstitute.com).