

PERFECTING YOUR PRICING

PRE-WORKSHOP WORKSHEET

There are multiple variables that go into creating an equitable course charge. One of the first things to figure out is course expenses. Completing this pre-workshop worksheet ahead of time will help you to determine some of these cost variables so that you can use your individual data to perfect your course pricing and to create your course charges by the conclusion of our workshop.

INDIVIDUAL SUPPLIES

These are items used by 1 student.

<i>Item</i>	<i>Cost of package</i>	<i># per package</i>	<i>Individual cost</i> (Divide cost by # per package)	
Adult manikin lungs				
Child manikin lungs				
Infant manikin lungs				
One-way training valves				
Individual barrier sheets				
Gloves				
Gauze squares				
Roller gauze				

Add more supplies as needed.

For example: Laerdal Little Anne 24-pack airways is \$62.
 $\$62 / 24 = \2.58 per lung.

AVERAGED SUPPLIES

These are items used by more than 1 student or over several classes.

Item	Cost of package	# per package	Cost per item (Divide cost by # in package)	How many classes will this last?	Averaged cost per class (Divide cost per item by number of classes it should last)
AED Training Pads					

PROGRAM COSTS

These are program specific costs. These are broken out separately as your individual and averaged supply costs are the same for your CPR AED classes, but your program costs may vary depending upon if you are teaching an AHA, ARC, HSI, or ECSI course.

Item	Cost per student
Book	
eBook	
Certification card	
Online course link	

Also include in here any giveaways – keychain barrier sheets or other products you hand out to students. You buy these things, so they should be included in your course charge.