

Hints on pricing for TCI training seminars 2021 within RCI-International*

1. The seminars are subject to the tax law of the country of the provider. For the calculation of seminar prices the seminar provider is responsible on his/her own. Higher prices for company payers are contestable and therefore no option on the new platform anymore (you cannot charge different prices on one and the same service).
2. All seminar prices automatically include value added tax. Anyone who is subject to VAT must always show the VAT portion in the invoices to the participants and pay this as VAT. All other providers can book the full price as income.
3. Two prices must always be stated: Regular price and member price. Usually a reduction of 50 Euro for members has been offered so far. For 2021 you can again apply this according to the conditions agreed upon in your region.
In the long run we are aiming for a greater standardization. If you like, you can try out our proposal in 2021 already. You calculate the price for members with a fixed discount of 30% and increase the regular price if necessary (see examples below). In this way we will increase the incentive to become a member of an RCI regional association or an RCI professional group. Those who transfer the additional income, received from non-member seminar fees, to the region can thus improve the financial situation of the associations and secure their services (for the creation of regional programs, regional offers, advertising campaigns, etc.). Also, the price structure in itself becomes comprehensibly more equivalent. If we achieve larger additional revenues through regular prices (non-members), 50% of these revenues could be transferred to the regional association and 50% could remain with the seminar providers - as a buffer for the allocation of scholarship places. Maybe one day we will all handle it this way.
4. Early bookings lead to more planning security for everybody involved. Therefore you have the option to offer an early booking discount of 20% (e.g. until shortly before the start of the conference house cancellation period). The discount is granted on the respective seminar price (see example below). So early registrations pay off for the participants in cash, and this may also encourage longer-term planning of education and training.
5. For your seminar price calculation, you must base your income on the member price. If you choose the early booking option, we would calculate with about 50% early bookers. In addition to that, there are additional costs for advertisement, 5-Euro-tax, room rent, accommodation and travel expenses for the management team, material expenses and the expenses for course advertising (postage, creation of an own flyer, etc.).
6. 2021 will also be subject to the RCI international administration fee of 5.00 Euro per participant and day for all training-related seminars. Only participants in the basic training for young adults are exempt from this. For 2022 this delivery will be reconsidered as part of a more comprehensive financial concept.

Calculation examples for the effect of the discounts

Seminar for 5 days		Var. 1	Var. 2	Var. 3	Var. 4
Regular price		750€	700€	600€	550€
Early bird price regular	20% of regular price	600€	560€	480€	440€
Price for members	30% of regular price	525€	490€	420€	385€
Early bird price for members	20% of member price	420€	392€	336€	308€

**Approved on 29.04.2020 by the Task Force Offer Platform (Elisabeth Gores-Pieper, Sabine Bremer, Sibylle Ratsch) after consultation with the Executive Board of RCI-International*