

## **Instructor Fee Schedule**

SHINSHURI charges a Course Fee (see <u>Course Pricing Schedule</u>) for Shinshuri Built courses and programs plus an Instructor Fee to sell that is 60% of the item price (see <u>Instructor Fee Schedule</u>). For Instructor Built courses and programs, the Instructor Fee varies depending on your all-time sales and whether you've opted to sell your courses and programs on Shinshuri Leadership Portal (see <u>Course and Program Requirements</u>). For Instructor Built courses and programs the more you sell, the less our fees become so that you take home more from every sale.

Remember the total purchase includes our Shinshuri Buyer Fee and your Item Price. To calculate your earnings, you need to take the Item Price and deduct our Instructor Fee. We call the total of the Item Price and Shinshuri's Buyer Fee the List Price, and the total List Price value across all purchases of your items is used to calculate our Instructor Fee.

Total Value of your Item Sales	Instructor Built	SHINSHURI Built
(based on List Price of each item)	(Instructor Fee)	(Instructor Fee)
\$0	37.50%	60%
\$3,750	36.25%	60%
\$7,500	35.00%	60%
\$11,250	33.75%	60%
\$15,000	32.50%	60%
\$18,750	31.25%	60%
\$22,500	30.00%	60%
\$26,250	28.75%	60%
\$30,000	27.50%	60%
\$33,750	26.25%	60%
\$37,500	25.00%	60%
\$41,250	23.75%	60%
\$45,000	22.50%	60%
\$48,750	21.25%	60%
\$52,500	20.00%	60%
\$56,250	18.75%	60%
\$60,000	17.50%	60%
\$63,750	16.25%	60%
\$67,500	15.00%	60%
\$71,250	13.75%	60%
\$75,000	12.50%	60%

# **Course and Program Requirements**

#### **Fee-based Courses**

For fee-based courses, you may charge a Course Fee. You must include any course materials, products, and support services (technical and forum support) required to complete the course. A separate Professional Fee may be charged for coaching and tutorial sessions. The Professional Fee must be optional.

#### **Tuition-free Courses**

For tuition-free courses, you may not charge a Course Fee. You don't have to include course materials and products in the course. This means the course is free to our members, but you may sell any course materials and products (see <a href="Affiliate Fee Schedule">Affiliate Fee Schedule</a>). A Professional Fee may be charged for coaching and tutorial sessions. This excludes selling technical and forum support services (see <a href="Affiliate Fee Schedule">Affiliate Fee Schedule</a>). Note: You may require members to purchase required course materials and products at any time before gaining access to key lessons that require.

#### **Fee-based Programs**

For fee-based programs, you may charge a Program Fee. You must include every course in the program including all course materials, products, support services (technical and forum support). If the program includes a certification exam, you may charge a separate Certification Fee to complete the certification exam. *Note:* You must provide a minimum of 2 coaching or tutorial sessions for members before charging a Professional Fee.

### **Tuition-free Programs**

For tuition-free programs, you may not charge a Program Fee. You must include every course in the program and support services (technical and forum support). You don't have to include course materials and products in each course. This means the program is free to our members, but you may sell any course materials and products required for each course in the program sequence (see <u>Affiliate Fee Schedule</u>). A Professional Fee may be charged for coaching and tutorial sessions. If the program includes a certification exam, you may charge a separate Certification Fee to complete the certification exam (see <u>Affiliate Fee Schedule</u>). *Note:* You must provide a minimum of 2 coaching or tutorial sessions for members before charging a Professional Fee.