

Course Pricing Schedule

SHINSHURI charges a Course Fee 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 course 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.

SHINSHURI Built

Instructor Built

Courses & Programs: 60%

Courses & Programs: 12.5 - 37.5%

Our **FlexLearn** courses include lessons, quizzes, assignments, media, and certification exams. If you opt to have us build your courses and programs we charge a Course Fee and Program Fee per course. The more courses we build for you we discount our fee. **Note:** You must submit all existing course materials and content including presentations, workbooks, exercises, diagrams, charts, videos, audio, graphics, etc.). If you do not have existing course materials complete our <u>Course Material Development Request Form</u>.

| Number | Course Fee | Program Fee |
|--------|------------|-------------|
| 1 | \$3,000 | \$3,500 |
| 2 | \$2,925 | \$3,425 |
| 3 | \$2,850 | \$3,350 |
| 4 | \$2, 775 | \$3,275 |
| 5 | 2,700 | \$3,200 |
| 6 | \$2,625 | \$3,125 |
| 7 | \$2,550 | \$3,050 |
| 8 | \$2,475 | \$2,975 |
| 9 | \$2,400 | \$2,900 |
| 10 | \$2,325 | \$2,825 |
| 11 | \$2,250 | \$2,750 |
| 12 | \$2,175 | \$2,675 |
| 13 | \$2,100 | \$2,600 |
| 14 | \$2,025 | \$2,525 |
| 15 | \$1,950 | \$2,450 |

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 can sell any course materials and products. A Professional Fee may be charged for coaching and tutorial sessions. This excludes selling technical and forum support services. **Note:** You may require members to purchase required course materials and products at any time before gaining access to key lessons.

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) in the List Price. 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 can sell any course materials and products required for each course in the program sequence. 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. **Note:** You must provide a minimum of 2 coaching or tutorial sessions for members before charging a Professional Fee.