

2021 Price List

Revised January 5, 2021

PROGRAMS

Manage to Lead Internal Organization for Breakthrough Performance

- **Internal Cohort content, accessed asynchronously, with ten online live sessions:**
 - **\$50,000** per cohort with instructor for up to 20 participants in up to five teams
 - **\$2,500** per participant over 20
- **Co-instructor:**
 - Provided by the purchasing organization at no additional cost
 - Certified MtL Co-Instructor provided by IntelliVen at \$25,000
- **Principal Consultants (PC) (one per team):**
 - Provided by the purchasing organization for each team at no additional cost
 - MtL Certified PC provided by IntelliVen at \$20,000 each
- **Teaching Assistant:**
 - Provided by purchasing organization at no additional cost
 - Provided by IntelliVen at \$10,000

Manage to Lead Mixed Organization Cohort Immersion Program

- \$30,000 for a team of up to five; \$2,500 per person over five
- Reduced enrollment fees available upon request for small, non-profit, and sponsored organizations
- Source of PC receives \$15K

Onsite Team Rapid Reset/Ramp-up for PE or for Impact

- \$50,000/month for six months
- Up to 20 participant team members
- \$2,500 per person over 20
- 2-3 MtL Certified Consultants provide on-site support of about .8 FTE in total
- Up to 40% of compensation may be in equity
- Follow-on board role and consulting support as requested



WORKSHOPS

Manage to Lead Senior Executive Team Assessment and Development Workshop: \$70,000 Delivered virtually in three two-hour sessions over six weeks.

Manage to Lead Onsite Workshops: \$15,000 per two-day workshop for up to 25 people; includes supplies, travel billed at cost as incurred.

- **Manage to Lead Self**
- **Manage to Lead One-on-One**
- **Manage to Lead Team**
- **Manage to Lead Organization**

Strategy Offsite: \$35,000 Delivered virtually or onsite in three two-hour for a team of up to 15 over six weeks.

Individual MTL Topic Modules for teams of up to 15: \$15,000 each delivered virtually or onsite in one three-hour session complete with LMS access and participant content and input prompts.

TOPICS	MANAGE TO LEAD PROGRAM MODULES
1	Get Loose Leaders work with their team to prepare and present a rough cut at using the IntelliVen Change Framework to describe their organization today, why it must change, what it will be like once it is changed, what must be done to affect the change, and what will make it difficult for the envisioned change to occur.
2	Get Clear: W-W-W The W-W-W template and process ensure that the management team, and those with a stake in its success, share a common clarity and alignment around WHAT the organization provides, to WHO, and WHY those it serves choose to consume what is provided from the organization.
3	Get Clear: HOW The DO-SELL-GROW framework guides the management team to view how their organization works as a collection of three evolving core processes, one of which most constrains organization performance and growth, that conform to operating model best practices.
4	Get Clear: HOW WELL Performance metrics measure progress toward goals and keep things on track. Best practices for assessing performance relative to Past performance, Planned performance, and against Peers, are introduced.
5	Get Aligned Even the most experienced executive needs to assemble a like-minded team and ensure it stays aligned. This module guides seasoned operators to decide what kind of leader to be and to collect a core group of diverse and aligned followers who are crystal clear about who they count on for what.
6	Plan Change Candidate initiatives are enumerated and plotted on Heat Maps to determine which are imperative because they can generate the most value at the least cost. Imperative initiatives are then the focus of a process that engages leadership, team alignment, resource orchestration, and accountability for progress against a plan.
7	Do & Review Executives learn to stay connected to frontline activity and progress, without micromanaging, by implementing the IntelliVen Do & Review Initiative Governance Process. The process rigorously guides teams to review and report on plans, actions, outcomes, lessons learned, and next steps.
8	Get Help The team is guided to effectively build and use an accountability board, a network of external experts, and support forums to fill knowledge gaps, provide insight, and help them become better leaders.
9	Grow Methods to assess organization maturity and leadership skill mix for team and team member development, support, culling, and hiring, are introduced to help the team sync with their maturity stage, based on success norms, and get ready for the next.
10	Executive Session Teams experience what it means to prepare for, and to brief, a board of outside executives to launch initiative governance in a way that promotes collaboration, effectiveness, and accountability.



REVIEWS

Executive Sessions (AKA: Board-in-a-Box)

Participating Organization's Annual Revenue/Budget

	<u>0-\$1M</u>	<u>\$1-3M</u>	<u>\$3-5M</u>	<u>\$5M+</u>
Session Fee	\$500	\$1,500	\$3,500	\$7,500
Sessions per year	2	3	4	4
Hours per Session	2	2.5	3	3
IntelliVen participants	<u>1-2</u>	<u>2</u>	<u>3</u>	<u>3</u>
Annual cost	\$ 1,000	\$ 4,500	\$ 14,000	\$ 30,000

Reviews \$5,000 to \$10,000 per review online or onsite by 2 IntelliVen Principals.

- Account Review
- Sales Review
- Initiative Review
- Program Review
- Project Review

PROFESSIONAL SERVICES

Work Period	Managing Directors	Senior Principals	Principals	Consultants
Hour	\$750	\$500	\$375	\$250



Day	\$5,000	\$3,000	\$2,500	\$1,570
------------	---------	---------	---------	---------

CAPITAL RAISE

	Up-to	Next Tier Up-to	Next Tier Up-to	Beyond
Terminal Value	1,000,000	3,000,000	5,000,000	10,000,000
%	10.0%	7%	5%	2%
Fee	100,000	140,000	100,000	100,000
Cummulative	100,000	240,000	340,000	440,000

