

Hi everyone,

Our fee schedule is attached. We peg consulting to \$175 and coaching, HR, and financial services to \$125. Our consulting rate may be a bit low – everything dipped during the recession but has rebounded.

I would think \$225 would be fine for NY but consider a lower rate for finance, coaching and human resources.

We are celebrating the 5th anniversary of our [Resource Directory](#). Hope you are all encouraging your consultants, staff, and clients to tap it for best practice info, tools, and resources. We had 95,200 visits last year to our website with 65,000 visitors from all over the country and beyond. Michael – I notice that New York City is high in our site traffic - figure that is coming in part from NESC – thanks!

Also – We just signed a contract to bring ESCSC up on Salesforce today - so LA will join us and Boston in using a customized Salesforce we developed for ESCs that is like jet-fuel to the ESC business model. Michael and Rachelle, encourage you to think about joining the club! David – thanks for your business.

All the best to you all.

Nancy Long
Executive Director



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