



LAKELAND CARE

Together, we build better lives.

Community Engagement Pricing Structure

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PEP Up Your Organization
 Prepare, Impact, & Positively Engage
 Pricing Structure

Consulting Features	Tier 1	Tier 2	Tier 3
Workshop 1: PEP Up Your Organization	✓	✓	✓
Workshop Wonderings	✓	✓	✓
Creating an Engaged Workforce Starter Kit	✓	✓	✓
Workshop 2: PEP Up Your Organization		✓	✓
Engagement Survey		✓	✓
Coaching Session			✓
Cost			
Corporate	\$750.00	\$1,500. + Codes	\$2,000 + Codes
Nonprofit	\$675.00	\$1,350. + Codes	\$1,800 + Codes
LCI Provider	Free	\$675. + Codes	\$1,125. + Codes
HCBS Provider	Grant Funded	Grant Funded	\$450. + Codes

* Cost for each Engagement Survey Code: \$15

PEP price structure includes one session for each workshop and up to 4 seats per each purchase. If further seats are needed, additional group or individual workshop sessions will need to be purchased.

*In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization. Note: This does not apply to LCI Providers only participating in Tier 1 services.

	<h1>PEP Up Your Organization</h1> <h2><i>Prepare, Impact, & Positively Engage</i></h2> <h3>Tier 1 Summary</h3>
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What's Included?	Details
<ul style="list-style-type: none"> ❖ Workshop 1: PEP Up Your Organization Objective: Prepare, Engage and Create a positive impact so that you can influence your organization the way you desire. ❖ Workshop Wonderings 1 An interactive follow up to address any postworkshop wonderings. ❖ Creating an Engaging Workforce Starter Kit. 	<p>TIME: 3.5 Hours total for Workshop Session</p> <p>TIME: 1 Hour total for Workshop Wonderings</p> <p>Cost:</p> <ul style="list-style-type: none"> ➤ Corporate: \$750.00 ➤ Nonprofit: \$675.00 ➤ LCI Provider: Free ➤ HCBS Provider: Grant Funded

PEP price structure includes one session for each workshop and up to 4 seats per each purchase. If further seats are needed, additional group or individual workshop sessions will need to be purchased.

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization. Note: This does not apply to LCI Providers only participating in Tier 1 services.

PEP Up Your Organization

Prepare, Impact, & Positively Engage

Tier 2 Summary

What's Included?	Details
<p>Includes all of Tier 1, plus the below:</p> <ul style="list-style-type: none"> ❖ Workshop 2: PEP Up Your Organization <ul style="list-style-type: none"> • Objective: Prepare, Engage and Create a positive impact so that you can influence your organization through potential & current employees ❖ Workshop Wonderings 2 <ul style="list-style-type: none"> • An interactive follow up to address any postworkshop wonderings. ❖ Engagement Survey Administration #2 (Optional-provider preference due to cost associated) ❖ Personalized Organizational Engagement Data ❖ Creating an Engaging Workforce Starter Kit. 	<p>TIME: 7 Hours total for Workshop Sessions</p> <p>TIME: 2 Hours total for Workshop Wonderings</p> <p>CODES: It is recommended that survey codes are purchased for a statistically sound sample of the organization's total workforce.</p> <ul style="list-style-type: none"> • Under 100 employees, all employees should be surveyed. • Over 100 employees, 100 survey codes or greater should be leveraged. <p>Cost:</p> <ul style="list-style-type: none"> ➤ Corporate: \$1,500.00 + Codes ➤ Nonprofit: \$1,350.00 + Codes ➤ LCI Provider: \$675.00 + Codes

* Cost for each Engagement Survey Code: \$15

PEP price structure includes one session for each workshop and up to 4 seats per each purchase. If further seats are needed, additional group or individual workshop sessions will need to be purchased.

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.

	<h2>S.T.E.P. to Success:</h2> <h3>Strengths, Talents, Execution & Partnership</h3> <h3>Pricing Structure</h3>
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Consulting Features	Tier 1	Tier 2	Tier 3
Gallup Top 5 Code	✓	✓	✓
Strength Awareness Workshop	✓	✓	✓
Personalized Strengths Report	✓	✓	✓
Strength Based Team Building Workshop		✓	✓
Personalized Team Strength Grid		✓	✓
Personal Development Tool Kit			✓
Cost Corporate Nonprofit Individual	\$1,500. + Codes \$1,200. + Codes \$250./person	\$3,000. + Codes \$2,400. + Codes \$500./person	\$3,500. + Codes \$2,800. + Codes \$950./person

Code Options-

Gallup Top 5 Strength Assessment \$19.99

Gallup Full 34 Strength Assessment \$59.99

Corporate and Nonprofit pricing includes one session for each workshop, up to 25 participants. To add additional participants to a Corporate or Nonprofit workshop, customized pricing utilizing additional Corporate, Nonprofit, or Individual sessions will be added based on the number of additional participants, number of added sessions, and trainer time at \$100/hour, billed in 15-minute increments, for each additional hour provided per trainer.

*In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.

S.T.E.P. to Success:

Strengths, Talents, Execution & Partnership

Tier 1 Summary

What's Included?	Details
<ul style="list-style-type: none"> ❖ Gallup Top 5 Code Intermediary ❖ Strength Awareness Workshop: <i>Start with your Talents, Finish with Strengths</i> <ul style="list-style-type: none"> • Objective: Identify your areas of greatest talent to advance your success ❖ Personalized Strengths Report 	<ul style="list-style-type: none"> ➤ One code per participant ➤ TIME: 3.5 Hours total for Workshop Session ➤ Corporate Cost: \$1,500. + Codes ➤ Nonprofit Cost: \$1,200. + Codes ➤ Individual Cost: \$250.00/person

Code Options-

Gallup Top 5 Strength Assessment \$19.99

Gallup Full 34 Strength Assessment \$59.99

Corporate and Nonprofit pricing includes one session for each workshop, up to 25 participants. To add additional participants to a Corporate or Nonprofit workshop, customized pricing utilizing additional Corporate, Nonprofit, or Individual sessions will be added based on the number of additional participants, number of added sessions, and trainer time at \$100/hour, billed in 15-minute increments, for each additional hour provided per trainer.

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.

	<h2>S.T.E.P. to Success:</h2> <h3>Strengths, Talents, Execution & Partnership</h3> <h3>Tier 2 Summary</h3>
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What's Included?	Details
<p>Includes all of Tier 1, plus the below:</p> <ul style="list-style-type: none"> ❖ Strength-Based Team Building Workshop: <i>STEP Up your Team</i> (Strength, Talent, Execution, Partnership) <ul style="list-style-type: none"> • Objective: To build team awareness to maximize collective collaboration. ❖ Personal or Team Strength Grid 	<ul style="list-style-type: none"> ➤ TIME: 7 Hours total for Workshop Sessions ➤ Corporate Cost: \$3,000. + Codes ➤ Nonprofit Cost: \$2,400. + Codes ➤ Individual Cost: \$500.00/person

Code Options-

Gallup Top 5 Strength Assessment \$19.99

Gallup Full 34 Strength Assessment \$59.99

Corporate and Nonprofit pricing includes one session for each workshop, up to 25 participants. To add additional participants to a Corporate or Nonprofit workshop, customized pricing utilizing additional Corporate, Nonprofit, or Individual sessions will be added based on the number of additional participants, number of added sessions, and trainer time at \$100/hour, billed in 15-minute increments, for each additional hour provided per trainer.

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.

	<p>S.T.E.P. to Success: Strengths, Talents, Execution & Partnership</p> <p>Tier 3 Summary</p>
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What's Included?	Details
<p>Includes all of Tier 1 and 2, plus the below:</p> <ul style="list-style-type: none"> ❖ 3 Coaching Sessions <ul style="list-style-type: none"> • Objective: Personalized action planning and Strengths Management ❖ Personal Development Tool Kit 	<ul style="list-style-type: none"> ➤ TIME: 3 Hours total for Coaching Sessions ➤ Corporate Cost: \$3,500. + Codes ➤ Nonprofit Cost: \$2,800. + Codes ➤ Individual Cost: \$950.00/person

Code Options-

Gallup Top 5 Strength Assessment \$19.99

Gallup Full 34 Strength Assessment \$59.99

Corporate and Nonprofit pricing includes one session for each workshop, up to 25 participants. To add additional participants to a Corporate or Nonprofit workshop, customized pricing utilizing additional Corporate, Nonprofit, or Individual sessions will be added based on the number of additional participants, number of added sessions, and trainer time at \$100/hour, billed in 15-minute increments, for each additional hour provided per trainer.

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.



Focused Coaching Pricing Structure

INDIVIDUAL COACHING

In person or virtual coaching sessions to enhance leadership capabilities, obtain strategic objectives, and create culture change.

Single Session Rate

\$200.

Series Rates

3 Sessions: \$600.

6 Sessions: \$1,200.

GROUP COACHING

In person or virtual coaching sessions to enhance leadership capabilities, obtain strategic objectives, and create culture change.

Each coaching session may include 2-5 individuals from the organization.

Single Session Rate

\$400.

Series Rates

3 Sessions: \$1,200.

6 Sessions: \$2,200.

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc. Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.



	<h2>Focused Training</h2> <h3>Pricing Structure</h3>
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STANDARD TRAINING

Highly engaging and interactive, in person or virtual learning opportunities to support individual or organizational needs.

Standard Trainings are already developed sessions.

Training sessions target groups of 25 or less for optimal effectiveness.

1 Hour Session Rate

\$150.

\$100. per hour, billed in 15-minute increments, for each additional hour provided

CUSTOM TRAINING

Highly engaging and interactive, in person or virtual learning opportunities to support individual or organizational needs.

Custom Trainings are designed specifically for your organization.

Training sessions target groups of 25 or less for optimal effectiveness.

1 Hour Session Rate

\$300.

\$150. per hour, billed in 15-minute increments, for each additional hour provided

In addition to the above noted pricing, all out-of-pocket expenses incurred by LCI will be reimbursed by the participating organization. Out-of-pocket costs may include travel, lodging, meals, unplanned material costs, etc.

Travel will be reimbursed at the Federal rate. Expenses larger than \$250.00 will be preapproved with the designated contact from your organization.



Standard Training Session Descriptions

In alphabetical order below is a list of currently offered standard trainings.

Compassion Resilience.....

Compassion resilience is the ability to maintain your physical, emotional and mental well-being while responding compassionately to the suffering of others. Resilience is important because it is needed to process and overcome hardship. When we are not resilient, we can become easily overwhelmed, exhausted, have trouble concentrating and more. This interactive session will help you to understand the concept of compassion resilience and gain strategies to move through difficult situations.

Conflict Management.....

Conflict is a part of our daily lives and is influential in the development of our relationships. Whether you are comfortable in conflict, or it makes you uncomfortable, there is work that we can do to get the most out of conflict conversations. This session will help you to understand your conflict management style and build strategies to manage conflict in both an effective and appropriate way.

Creating a Positive Culture.....

A positive culture in the workplace is essential to foster a sense of pride and ownership among employees. According to Forbes, a positive culture improves teamwork, raises morale, increases productivity and efficiency, and enhances retention of the workforce. In this interactive session, you will build strategies to connect employees to a purpose and build skills to lead a culture of excellence.

Difficult Conversations.....

Having the skills to navigate difficult conversations is an essential part of the workforce today. Having the right approach can help to turn tough talk into constructive dialogue. This session will examine some challenging situations in the workplace and provide you with skills to improve your ability to deal with difficult conversations in a more confident and constructive way.



	<h2>Standard Training</h2> <h3>Session Descriptions</h3>
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Motivational Interviewing.....

Are you facing challenges when initiating partnerships with employers? Has the door ever been closed on you before you walked in? Using Motivational Interviewing as a strategy can support you in building those partnerships. This session will teach the process of Engage, Focus, Evoke, which will support you in communicating with employers to overcome ambivalence and cultivate change.

Performance Coaching.....

Effective coaching is an important driver of team member performance. Whether you are guiding people toward success in new or challenging situations, or helping people improve or enhance their work performance, the ability to coach and provide feedback can propel performance to its highest level. This session will build your understanding of a coach approach and provide tools and strategies to implement coaching into your leadership style.

Self-Awareness + Strengths = Excellence in Customer Service.....

The actions you take affect the way that people feel about you, about the situation, or even about the company. If you are unaware of how you are making people feel, you could be setting the wrong tone in the customer service you are providing. Being self-aware gives you an opportunity to set the right tone for your interactions with others and the power to diffuse tough conversations into something productive. This session will help you to understand the role of self-awareness in providing excellent customer service and discover ways that you can use your strengths to increase your self-awareness..

Time Management: Your Life in 4D.....

Is your day stressful? Is your “to do” list never ending? Strategies surrounding Time Management can offer a light at the end of the tunnel where your work becomes more enjoyable, stress is reduced, and you gain time back in your schedule for things that matter, all while increasing productivity and improving the care you provide to others.