

2009 Local Network Wholesale Pricing Structure
(Prices shown as U.S. dollars. Prices subject to change without notice.)

Two-Day course with certification exam	Minimum package (1-15 participants) 16 th participant and more (per person)	\$9,940 \$ 580
Exam-only	WorldatWork/LN members, each Nonmembers, each	\$ 400 \$ 545
Exam Retake	WorldatWork/LN members, each Nonmembers, each	\$ 80 \$ 150
One-Day seminar (includes instructor)	Minimum package (1-15 participants)	16 th participant and more (per person)
Compensation Fundamentals (CF)	\$4,890	\$ 290
Exemption Tests in Practice (FLS)	\$4,890	\$ 290
Pricing Critical Skills and Unique Positions (Competitive Market Pay) (PCS)	\$4,890	\$ 290
Writing Effective Job Descriptions (JOBBD)	\$2,990	\$ 180
Determining Pay for Executives (Competitive Market Pay) (DPE)	\$5,840	\$ 340
Pricing Sales Positions(Competitive Market Pay) (PSP)	\$5,375	\$ 320
Sales Compensation for Complex Selling Models (ASC)	\$6,750	\$ 400
Sales Compensation Design: Developing Next year's Plan (SCD)	\$5,220	\$ 310

2009 WorldatWork Retail Pricing

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NOTE: The sponsor will align their pricing for WorldatWork member and nonmember registration fees with the retail pricing provided below.

WorldatWork 2009 Retail Prices for Our Hotel Courses

2-day course with certification exam	\$1,080 member	\$1,585 non-member
2-day seminar (no exam)	\$ 990 member	\$1,480 non-member
Exam-only	\$ 500 member	\$ 645 non-member
Exam Retake	\$ 130 member	\$ 200 non-member
1-day seminar		
Compensation Fundamentals (CF)	\$ 600 member	\$ 950 non-member
Exemption Tests in Practice (FLS)	\$ 680 member	\$1,020 non-member
Pricing Critical Skills and Unique Positions (Competitive Market Pay) (PCS)	\$ 600 member	\$ 950 non-member
Writing Effective Job Descriptions (JOBBD)	\$ 500 member	\$ 780 non-member
Determining Pay for Executives (Competitive Market Pay) (DPE)	\$ 775 member	\$1,120 non-member
Pricing Sales Positions (Competitive Market Pay) (PSP)	\$ 700 member	\$1,050 non-member
Sales Compensation Design: Developing Next Year's Plan (SCD)	\$ 680 member	\$1,020 non-member
Sales Compensation for Complex Selling Models (ASC)	\$ 880 member	\$1,210 non-member