

# Sample Percentages for Pricing

ITEM	% of AMOUNT	COST in \$\$
Leader/Instructor Stipends	47%	
Books/CDs	23%	Cost per <b>completer</b> or per <b>enrolled</b> ?
Class Materials	3%	
Snacks	5%	
License	2%	
Data Collection	2%	Simple data collection or for specific research?
Recruiting Assistance	8%	
Referral Processing and Enrollment	10%	Evaluation?
Total to COAW		
Total to Agency		
Total	100%	