

## Sample Payment Terms for Schools

This is merely a list of suggestions for Kidding Around Yoga trainees and Licensees to use when establishing their businesses and relationships with local schools, childcare centers, etc. Remember, only YOU can run your business. Only YOU know will work for your area, your needs, and your time. Here are some wise words from Haris to remember as you head out into the world of yoga and business:

Every town is different.  
Every city is different.  
Every teacher is different.  
Some teachers have classes that fill up quickly all the time.  
Some teachers struggle to fill their classes.  
We don't know the method to the madness.  
We can only share suggestions based on what we have seen others do.  
How you will work your business is ultimately up to YOU.  
Go out there and be true to yourself, your gifts, and your calling.

### **Let's get down to business...**

**Scenario 1:** The childcare center/preschool/school that DOES NOT charge you rent or request a donation.

- This is the place that just wants to have an offering for their students to set their school apart, and to help get the children active in a fun way.
- Depending on average cost for music programs, art programs, and such in your area (& incomes), set your cost. Always good to keep the cost slightly (or significantly if you want) lower per class than what they would pay in studios or gyms for a similar after school activity.
- **Price: \$2-7/class per child.** Your price can also be based on how many weekly sessions you are offering. Some schools will set it up so all children participate. If this is the case, the cost will probably be on the lower side than if the parents have the option to sign up.
- These facilities will most likely take some time to collect money from all the parents. You can discuss payment options with them. Providing the flyer to be sent home 3-4 weeks prior to session start date will help them get as much collected as possible prior to starting. It is helpful to have some income during the sessions, especially if you ever need to pay a sub! Options for payment would look like this:
  - Of a 16 week semester, payment every 4<sup>th</sup> week taught based on what has been collected.
  - Payment halfway through and upon completion of the session.
  - If you don't mind waiting, let them pay you at the end.
  - If the school can do it, let them pay you a set price at the start & then it's up to them to collect and they understand they may take a loss. **(probably less likely unless they are receiving grants)**
- Also, consider making an allowance for low-income children that receive assistance for their childcare. If you have a large number of students there (80-100), allow for up to 10 students as reduced or no cost. If you have 600, well, maybe allow for 50?

**Scenario 2:** The childcare center/preschool/school that DOES charge you rent or requests a percentage:

- These facilities may charge you per class taught, or just take a percentage off the top of what is collected from parents. This may depend on whether they are marketing the class for you, you provide flyers & handle sign ups, or if it is a school-wide offering and way of generating more funds for them.
- Ideally if you were teaching 10 weeks at \$5/child to 100 children (\$5000), you would not have to give them more than 10-25% (\$3,750-4500 for you). If the school wants more than 40%, you must look at how far it is from your home, how many students, and your personal needs/business expenses.

- Example, if your or their schedule is such that you have to teach more than one day a week in order to reach all of their children, then you want it to be worth your while. Why? Because we believe YOU are worth it AND that is one less time slot you can teach another class possibly for more profit.
- Basically, provide the center with data regarding what other programs charge when negotiating prices per child. Then, negotiate the rent, percentage, or donation amount. The more work you are doing (providing flyers, lugging mats & such) the more you should receive.

**Additional suggestions:**

- If you are a Licensee or have your own website, get a PayPal button. Offer to take the headache away from the center of collecting the money, especially if this is not a school-wide program and you are signing up children on a voluntary basis. Then the parents just go to your site to pay and register. This would probably be less likely to happen because the schools will want to know for sure who signed up so they get their portion! Always an option though.
- Communication is key. Make sure up front they know your expectations and they know yours. Especially with regards to payment dates.
- If you have an LLC name, then you will want your checks issued to your company rather than you as an individual. Otherwise, they will have to issue you a 1099 at the end of the year.
- Get a photo use permission sheet signed (available on back pages) as well as email addresses for your parents. This way when you do a newsletter they can be up on what you are offering in the community. Also, encourage “Likes” for your business Facebook page so they can keep up with the awesome themes, photos, and things you are doing. Make them see the VALUE in having such a program like this at their school.