

## Business Owner

Application Fee	\$100 USD
Monthly License Fee – per language, per teacher	\$75 USD
<b>Additional language</b>	
Monthly license	\$25 USD

## Caregiver & Child Classes

4 month program (per child, per month) *Includes puppet and digital materials for parents	\$15 USD
2 month program (per child, per month) *Includes puppet and digital materials for parents	\$20 USD
Non-US Classes (per child, per month) *Includes only digital materials for parents	\$10 USD

## Additional Teacher

Application Fee	\$100 USD
Monthly License	\$25 USD
Additional Year 1 Kit	\$297 USD (*Plus shipping for Non-US)
Year 2 Kit	\$297 USD (*Plus shipping for Non-US)

## School Classes

Monthly Fee per School *Includes digital materials for unlimited number of parents in each school	\$50 USD
--	----------

## Birthday Parties

Fee per party *Includes 3-song download and Birthday coloring page for each guest	\$25 USD
--	----------



## Assumptions

Number of Classes Offered During Semester	1	2	4
Weeks in semester	8	8	8
Number of kids in class(es)	10	20	40
Materials Fees paid to Bilingual Birdies	\$40	\$40	\$40
Revenue per semester per kid	\$160	\$160	\$160

## Fees to Bilingual Birdies

Monthly Certification and Content Fee \$75

## Revenue Model

Number of Classes Offered During Semester	1	2	4
Revenue to Teacher per semester	\$1,600	\$3,200	\$6,400
Less fees to Bilingual Birdies			
Take Home Materials	-\$400	-\$800	-\$1,600
Monthly license fees (2 months per semester)	-\$150	-\$150	-\$150
Income to Teacher per Semester	\$1,050	\$2,250	\$4,650

Income to Teacher Monthly \$525 \$1,125 \$2,325

### Pro-Rating Classes:

For an 8 week semester:

- Parents can sign up until week 4.
- Parent materials fee is \$40 if they sign up in weeks 1-4.
- After week 5 parent has to wait till next semester.

For a 16 week semester:

- Parents can sign up until week 12.
- Parent materials fee is \$60 if they sign up in weeks 1-8.
- Parent materials fee is \$40 if they sign up in weeks 9-12.
- After week 13 parent has to wait till next semester.

