

CANADA PRODUCTS & SERVICES PRICING

(All Prices in Canadian Dollars Except MBS Profile Fees)

GuestTrek® Internet Follow-Up Process	
<i>In-Store (Metro)</i>	
Install & Training – One Time Fee <ul style="list-style-type: none"> - Customization of training materials to dealership theme (3 day max prep time) - In-Store Installation Training (1 day) - Training materials provided to all attendees - Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations - All participants must complete an MBS profile: currently \$25 USD/profile, invoiced directly by MBS - Travel expenses billed separately 	\$7,973 CAD
<i>Via Web (Rural)</i>	
Install & Training – One Time Fee <ul style="list-style-type: none"> - Customization of training materials to dealership theme (3 day max prep time) - Installation Training via Web Meetings (1 day: 2 x 2 hour sessions) - Training materials provided to all attendees - Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations - All participants must complete an MBS profile: currently \$25 USD/profile, invoiced directly by MBS 	\$3,983 CAD
GuestTrek® PhoneSense® Incoming Phone Call	
<i>In-Store (Metro)</i>	
Install & Training – One Time Fee <ul style="list-style-type: none"> - Customization of training materials to dealership theme (2 day max prep time) - In-Store Installation Training (1 day) - Training materials provided to all attendees - Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations - All participants must complete an MBS profile: currently \$25 USD/profile, invoiced directly by MBS - Travel expenses billed separately 	\$6,643 CAD
Optional Follow-up Training Fee – Per Month x 6 <ul style="list-style-type: none"> - In-Store Follow-Up Training (6 days total, in increments of 1 day, min 1 day, max 2 consecutive days per month) 	\$3,100 CAD
<i>Via Web Meeting (Rural)</i>	
Install & Training – One Time Fee <ul style="list-style-type: none"> - Customization of training materials to dealership theme (2 day max prep time) - Installation Training via Web Meetings (1 day: 2 x 2 hour sessions) - Training materials provided to all attendees - Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations - All participants must complete an MBS profile: currently \$25 USD/profile, invoiced directly by MBS 	\$3,983 CAD
Optional Follow-up Training Fee – Per Month x 6 <ul style="list-style-type: none"> - In-Store Follow-Up Training (2 x 2 hour sessions per month x 6 months) 	\$658 CAD
<i>Common Open Participation Training – Via Web Meeting</i>	
Virtual Training Fee – Per Person Per Class <ul style="list-style-type: none"> - Non-Dealer-Specific, regularly scheduled common training via Web Meeting (2 hour class) - Morning and Afternoon classes available each month: Contact eLeaderTech® for available Dates 	\$259 CAD

GuestTrek® State of Mind Selling™

In-Store (Metro)

Install & Training Fee – Per Month x 6 **\$5,978 CAD**

- Customization of training materials to dealership theme (3 day max prep time)
- In-Store Installation Training (3 days)
- In-Store Follow-up Training (6 days total, in increments of 1 day, min 1 day, max 2 consecutive days per month)
- One hour weekly remote coaching (via Web Meeting)
- Training materials provided to all attendees
- Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations
- All participants must complete an MBS profile: currently **\$25 USD/profile**, invoiced directly by MBS
- Travel expenses billed separately

Via Web (Rural)

Install & Training Fee – Per Month x 6 **\$1,323 CAD**

- Customization of training materials to dealership theme (2 day max prep time)
- Pre-Installation dealership leadership expectations meeting (via Web Meeting)
- Installation Training via Web Meetings (2 days)
- Follow-up Training via regularly scheduled common training via Web Meetings (2 x 2 hour classes available each month)
- Training materials provided to all attendees
- Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations
- All participants must complete an MBS profile: currently **\$25 USD/profile**, invoiced directly by MBS

GuestTrek® "Mine Your Business™" BDC

In-Store (Metro)

Install & Training Fee – Per Month x 6 **\$5,978 CAD**

- Customization of training materials to dealership theme (3 day max prep time)
- In-Store Installation Training (3 days)
- In-Store Follow-up Training (6 days, in increments of 1 day, min 1 day, max 2 consecutive days per month)
- One hour weekly remote coaching (via Web Meeting)
- Training materials provided to all attendees
- Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations
- All participants must complete an MBS profile: currently **\$25 USD/profile**, invoiced directly by MBS
- Travel expenses billed separately

Additional Follow-up Training Days – Per Day (Discounted Rate) **\$2,919 CAD**

- Additional In-Store Follow-Up Training days may be purchased during the contract period

Via Web Meeting (Rural)

Install & Training – Per Month x 6 **\$1,323 CAD**

- Customization of training materials to dealership theme (2 day max prep time)
- Pre-Installation dealership leadership expectations meeting (via Web Meeting)
- Installation Training via Web Meetings (2 days)
- Follow-up Training via regularly scheduled common training via Web Meetings (2 x 2 hour classes available each month)
- Training materials provided to all attendees
- Electronic copy of materials with approval to make changes to P₂P™ responses and print copies for use in approved locations
- All participants must complete an MBS profile: currently **\$25 USD/profile**, invoiced directly by MBS

Executing The Standards® (ETS) System – Variable Operations

In-Store (Metro)

Software Setup & Training Materials Preparation – One Time Fee (Discounted Rate)	\$3,325 CAD
Install & Training – One Time Fee	\$6,650 CAD
Application Usage Fee – Per Month, Ongoing	\$2,121 CAD
Prorated First Month Application Licensing Fee – Per Day	\$70 CAD
<ul style="list-style-type: none"> - Customization of training materials to dealership - System Setup (Account, Users, Job Roles, Job Standards) - In-Store Installation Training (2 days) - Includes MBS Training - All participants must complete an MBS profile within ETS: currently \$25 USD/profile, invoiced directly by MBS - Software Setup & Training Materials Preparation and Prorated First Month Application Licensing fees due prior to installation 	
Additional Install & Training Days Fee – Per Day	\$3,325 CAD
- Additional initial Install & Training days may be added to the standard 2 days in order to accommodate dealer needs	
Optional Follow-up Training Fee – Per Month x 6	\$3,100 CAD
- In-Store Follow-Up Training (6 days total, in increments of 1 day, min 1 day, max 2 consecutive days per month)	

Via Web Meeting (Rural)

Software Setup & Training Materials Preparation – One Time Fee (Discounted Rate)	\$1,190 CAD
Install & Training – One Time Fee¹	\$3,990 CAD
Application Usage Fee – Per Month, Ongoing	\$1,995 CAD
Prorated First Month Application Licensing Fee – Per Day	\$35 CAD
<ul style="list-style-type: none"> - Customization of training materials to dealership - System Setup (Account, Users, Job Roles, Job Standards) - Installation Training via Web Meetings (2 days) - Includes MBS Training - All participants must complete an MBS profile within ETS: currently \$25 USD/profile, invoiced directly by MBS - Software Setup & Training Materials Preparation and Prorated First Month Application Licensing fees due prior to installation - ¹ Installation & Training and Follow-Up Training fees divided by 12 and added to monthly Application Licensing Fee for 1 year 	
Additional Install & Training Days Fee – Per Day¹	\$1,860 CAD
- Additional initial Install & Training days may be added to the standard 2 days in order to accommodate dealer needs	
Optional Follow-up Training – One Time Fee¹	\$5,985 CAD
- Follow-Up Training via Web Meeting (6 days total, in increments of 1 day, min 1 day, max 2 consecutive days per month)	

“What is Leadership?” Training

Leadership Certification Seminar

- 3-Day Seminar, 8.5 hours per day
- Training materials provided to all attendees
- All participants must complete an MBS profile: currently **\$25/profile** at strengths.com
- Upon successful completion, attendees will achieve eLeaderTech® What is Leadership™ Leadership Certification

Fee Schedule A

Training – Per Seat Fee

\$6,650 CAD

- 1 to 4 attendees; Training facility provided by Client
- Travel expenses billed separately

Fee Schedule B

Training – Per Seat Fee

Number of Attendees:	5 to 7	\$3,990 CAD
	8 to 12	\$3,744 CAD
	13 to 17	\$3,584 CAD
	18 to 25	\$3,511 CAD
	26+	\$3,458 CAD

- Minimum 5 attendees; Training facility provided by Client

Fee Schedule C

Training – Per Seat Fee

Number of Attendees:	5 to 7	\$4,389 CAD
	8 to 12	\$3,997 CAD
	13 to 17	\$3,739 CAD
	18 to 25	\$3,624 CAD
	26+	\$3,535 CAD

- Minimum 5 attendees; Training facility not provided by Client

Management By Strengths (MBS) Training

In-Store (Metro)

Training – One Time Fee

\$6,650 CAD

- In-Store Seminar (1 day; 2 to 3 sessions)
- Training materials provided to all attendees
- All participants must complete an MBS profile: currently **\$25/profile**, invoiced directly by MBS
- Travel expenses billed separately

Via Web (Rural)

Training – One Time Fee

\$6,650 CAD

- Seminar via Web Meetings (1 day: 2 to 3 sessions)
- Training materials provided to all attendees
- All participants must complete an MBS profile: currently **\$25/profile** at strengths.com

Common Open Participation Training – Via Web Meeting

Virtual Training Fee – Per Person Per Class

\$579 CAD

- Regularly scheduled common training via Web Meeting (3 hour class)
- Training materials provided to all attendees
- All participants must complete an MBS profile: currently **\$25/profile**, invoiced directly by MBS