

Note: Attendees may register for the Pricing Without Emotion Class OR Creative Camp, or both!

- CSI will process payments for all classes.
- Separate registration forms are available for each event (PWE and Creative Camp).
 - On the CSI Home page (www.csisews.com), click on “Camp Registration” for the Creative Camp form, or click on “Pricing Class Registration” for the Pricing Without Emotion class.
 - Monthly payment options are available for both events.
- The Pricing class will be completed on Friday in time for attendees to take the add-on headboard class or the Bonus Track Arched Pleated Drapery Panels class if desired.



Pricing Without Emotion with Michele Williams of the CHF Academy (www.chfacademy.com)

What should I charge for that? How do I create a price list? Am I worth it? What if they won't pay? Pricing is often the most dreaded task of design professionals. This course takes the fear and mystery out of custom workroom pricing. Students leave with a full understanding of their specific pricing needs, and the skills and confidence to charge what they are worth. The instructor shares real-life pricing experiences, and no question is taboo, in the supportive group learning environment. Pricing discussions include wholesale and retail pricing, tiered pricing, and how to price something you have never made before. If pricing does not come easy, or if you struggle with confidence in your pricing, this course is for you. No accounting software experience necessary.

Bring: Calculator. Optional: a copy of financials or price list to review and use in class.

For specific questions regarding the Pricing Without Emotion class content, contact Michele Williams at Michele@chfacademy.com

Pricing Without Emotion Class Details:

Registration Fees:

Registration fees, as noted on the PWE registration form, can be paid either: 1) in full at time of registration or 2) \$250 down payment with the balance to be paid in equal payments on the 1st of each month through and including March 1, 2012. For example, an attendee registering for the PWE class and a shared room at Camp Allen would pay a total of \$627.00. With a down payment of \$250 paid at registration on Dec. 15, the balance of \$377.00 would be billed via credit card in the amount of \$125.66 on Jan. 1, Feb. 1 and March 1.

Private Room at Camp Allen with PWE class: \$702.00 (includes Wednesday and Thursday night lodging at Camp Allen, along with all meals beginning with dinner on Wednesday and ending with lunch on Thursday)
Shared Room at Camp Allen with PWE class: \$627.00 (includes meals and lodging as listed above in the "Private Room" details)
PWE class with no lodging at Camp Allen: \$499.00 (includes lunch and dinner on Thursday, and lunch on Friday)

Note: *WCAA DISCOUNT DOES NOT APPLY*

Class Location:

Camp Allen is located at 18800 FM 362 in Navasota, Texas, approximately one hour northwest of Houston.

Directions can be found at www.campallen.org.

Camp Allen's phone number is 936-825-7175.

The Pricing Without Emotion Class will be held in the All Saints Chapel Building, downstairs in Room ASC4.

Hours:

Class begins Thursday, March 8, 2012 at 8:30 a.m. and ends at 8 p.m. with breaks for lunch and dinner.

Class begins Friday, March 9, at 8:30 a.m. and ends at noon. Lunch is included and will be available after class in the Camp Allen Dining Room. If you are attending Creative Camp's Add-On Headboard Class or the Bonus Track program, those classes will begin at 1:00 p.m., allowing time for you to enjoy lunch.

Meals:

PWE attendees who are not staying at Camp Allen will receive lunch on Thursday and Friday, as well as dinner on Thursday.

For attendees who are staying at Camp Allen on Wednesday and Thursday nights, meals included are: dinner Wednesday; breakfast/lunch/dinner on Thursday; breakfast and lunch on Friday. If you are registered for Creative Camp, you will also receive all meals throughout the weekend, beginning with dinner on Friday night and ending with lunch on Sunday.

Travel information:

Continental Airlines is offering discounts to attendees. Please click on the “Continental Airlines” button on the home page for the discount code and information.

Flight reservations should be made to fly into IAH (George Bush International Airport), NOT Hobby Airport. Camp Allen’s shuttle services apply to IAH airport only.

To help reduce your shuttle expenses, we have a shuttle scheduled to pick attendees up at IAH airport on Wednesday, March 7 at 4:00 p.m. Flights arriving prior to 3:25 will be readily available to take this shuttle.

Additional shuttles can be scheduled based on the above fees. See below for more shuttle information.

Shuttle from IAH (George Bush Airport) to Camp Allen: (Camp Allen is approximately 1.25 hours from IAH airport)

Shuttle fees are priced for each way (to and/or from) Camp Allen from IAH airport.

Attendees will be billed via their credit card on file after classes have been completed.

If there are 3 or more attendees on the shuttle, the fee is \$40 each.

If there are 2 attendees on the shuttle, the fee is \$65 each.

If there is 1 attendee on the shuttle, the fee is \$80.

To help reduce your shuttle expenses, we have a shuttle scheduled to pick attendees up at IAH airport on Wednesday, March 7 at 3:30 p.m. Flights arriving prior to 3:10 will be readily available to take this shuttle.

Additional shuttles can be scheduled based on the above fees.

A shuttle from Camp Allen to IAH airport will depart Camp Allen on Friday at 1:00 p.m.

This shuttle is for PWE attendees who are not staying for Creative Camp (but will stay for lunch). For this shuttle departure, please plan your departing flights from IAH no earlier than 4:30 p.m.

If you are staying after the PWE class for Creative Camp:

Shuttles will depart Camp Allen on Sunday, March 11 at 12:00 (therefore you would miss lunch at Camp, but would complete all classes on Sunday). For this shuttle departure, please plan your departing flights from IAH no earlier than 3:30.

The larger departing shuttle bus will depart Camp Allen on Sunday, March 11 at 1:00.

This allows for attendees to finish their classes and have lunch on site. For this shuttle departure, please plan your departing flights from IAH no earlier than 4:30.

Lodging at Camp Allen:

All sleeping rooms at Camp Allen are non-smoking and offer two queen beds, wifi, coffee machine and private bathroom. Please note: there are no TVs in the sleeping rooms at Camp Allen. However, there is a TV room onsite.

You may select a private room (two beds for one person) or a shared room (two beds for two people). Pricing is listed above and includes the meals as noted above in the “Hours” section.

Free wifi is available in all classrooms and common areas at Camp Allen.

Please note: cell phone reception can be intermittent at Camp Allen, due to their countryside location. However, there are general areas on site in which phone calls can more easily be made and received.