



Client Information Document

Pricing Framework and Payment Terms

This document is intended to provide clarity and transparency regarding the pricing structure and payment obligations.

Pricing Framework

Rational Gates is committed to offering **competitive, transparent pricing structures** benchmarked against industry standards. Pricing is tailored to the Client's region and market segment, ensuring affordability and fairness by considering **regional purchasing power**.

Client Categories:

The pricing framework accommodates the following types of clients:

- **Startups**
- **Small Businesses**
- **Large Businesses**
- **Non-Governmental Organizations (NGOs)/Charities**
- **Self-Funded Individuals**
- **Students**

Pricing Regions:

Program pricing is adjusted regionally to ensure fairness and competitiveness:

- **USA/Canada**
- **UK/EU**
- **Africa**
- **Global/Asia Pacific Total Cost:**

The total cost of services will be determined after a detailed consultation and will be included in the **final Service Agreement**. This ensures that the pricing reflects the specific scope, deliverables, and context of each project.

Payment Terms

The Client agrees to pay the specified amount outlined in the **Service Agreement** for the services provided by Rational Gates. Payment terms are structured as follows:

Payment Schedule:

1. **40% Upfront Payment:**
 - The Client pays **40% of the total cost** before work begins.
 - This payment secures resources and initiates the project.
2. **60% Final Payment:**
 - The remaining **60% of the total cost** must be paid before the project is completed and deliverables are handed over.
3. Payment schedules 1 and 2 apply to the six Influence Edge programs and two Influence Lite Sprint Portfolio programs. Payment for the Leadership Influence Assessment will be made once, at the total cost.

4. **Students receive a special discounted rate for the only service offered** – the Leadership Influence Assessment Framework. Students, as individuals, do not sign the Service Agreement;

the voucher with the service details suffices. However, they must sign the Non-Disclosure Agreement. For academic or training institutions with *a cohort of students*, the Service Agreement, the Non-Disclosure Agreement, and the Leadership Influence Assessment Framework: Feedback Report must be signed by the institution.

Payment Inclusions:

- Payment will only cover the services and deliverables explicitly listed in the **Service Agreement**.
- Any additional services requested outside the original scope will require a separate agreement and may incur additional charges.

Currency of Payment:

- All payments will be invoiced in **U.S. Dollars (USD)** to ensure uniformity and clarity across regions. This eliminates potential confusion caused by fluctuating exchange rates and simplifies the payment process.

Tax Considerations:

- For **Canadian Clients**, applicable taxes will be added to the total cost.
- These taxes will be clearly detailed in the **final Service Agreement** to ensure compliance with local tax regulations.

Payment Methods:

Details of payment methods, including accepted currencies and transfer mechanisms, will be outlined in the **final agreement**.

Acknowledgment:

By engaging Rational Gates and signing the final Service Agreement, the Client agrees to the pricing and payment terms outlined above.

For further inquiries or clarification, please get in touch with Rational Gates at [\[info@rationalgates.com\]](mailto:info@rationalgates.com).

Rational Gates

Delivering Tailored Solutions with Transparency and Integrity.

