INSTRUCTIONS: Select the best answer to each question by checking the corresponding box. Then, insert its assigned number in the green box to the right of each question. Add up the values of each item to determine an estimated program tuition range.

1. How many CLE credit hours is your program (round up to the nearest whole hour)?
   - ☐ 0-3 hours, enter 0
   - ☐ 4-6 hours, enter 1
   - ☐ 7-12 hours, enter 2
   - ☐ More than 12 hours, enter 3

2. How many days is your program?
   - ☐ 1 day or less, enter 0
   - ☐ 2 days, enter 1
   - ☐ 3 or more days, enter 2

3. How many CLE planners will you have?
   - ☐ 1-2 planners, enter 0
   - ☐ 3-4 planners, enter 1
   - ☐ 5+ planners, enter 2

4. How many speakers will your program have, including panelists?
   - ☐ 1-4 speakers, enter 0
   - ☐ 5-9 speakers, enter 1
   - ☐ 10-14 speakers, enter 2
   - ☐ 15+ speakers, enter 3

5. Will your program be held at the Bar Center or offsite?
   - ☐ Bar Center, enter 0
   - ☐ Offsite, enter 4

6. How many breakout sessions will your program have?
   - ☐ None, enter 0
   - ☐ 1-2 sessions, enter 1
   - ☐ 3-4 sessions, enter 2
   - ☐ 5+ sessions, enter 3

7. What type of breakfast will be provided at your program?
   - ☐ None, enter 0
   - ☐ Basic continental breakfast, enter 1
   - ☐ Enhanced breakfast, enter 2

8. What type of lunch will be provided at your program?
   - ☐ None, enter 0
   - ☐ Boxed lunch or deli sandwiches, enter 1
   - ☐ Lunch buffet, enter 2
   - ☐ Plated lunch, enter 3

9. What type of morning or afternoon breaks will your program have?
   - ☐ Breaks with no snacks, enter 0
   - ☐ Basic snacks during breaks, enter 1
   - ☐ Enhanced snacks during breaks, enter 2

10. How many attendees do you anticipate having at your program?
    - ☐ 50 or more, enter 0
    - ☐ Less than 50, enter 1

---

YOUR ESTIMATED TUITION RANGE

<table>
<thead>
<tr>
<th>Tuition Range</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $225</td>
<td>0</td>
</tr>
<tr>
<td>$225 – $450</td>
<td>5</td>
</tr>
<tr>
<td>$450 – $675</td>
<td>10</td>
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<tr>
<td>$675 – $900</td>
<td>15</td>
</tr>
<tr>
<td>$900+</td>
<td>20</td>
</tr>
</tbody>
</table>
How conducting the following sample program at different geographic locations impacts tuition rates.

**Sample program:**
- 1-day program
- 6-hours of CLE credit
- 9 speakers
- 100 paying section members at early rate
- 1 NCBA CLE staff member
- 1 NCBA videographer
- Approximate hotel rate (2018)
- Approximate mileage for staff travel
- 600 section members to receive targeted mail marketing materials/brochure
- 2 program breaks with light snacks provided, included in basic program costs
- Enhanced program includes a protein option at breakfast, 2 at lunch

**Geographic locations:**

<table>
<thead>
<tr>
<th>City</th>
<th>General Venue Options</th>
<th>Average room night starts at:</th>
<th>Basic Program at Section early rate starts at:</th>
<th>Enhanced Program at Section early rate starts at:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cary</td>
<td>Bar Center</td>
<td>$169</td>
<td>$225.00</td>
<td>$260.00</td>
</tr>
<tr>
<td>Greensboro</td>
<td>Grandover, Greensboro Marriott Downtown</td>
<td>$179</td>
<td>$425.00</td>
<td>$495.00</td>
</tr>
<tr>
<td>Winston-Salem</td>
<td>Benton Convention Center, Embassy Suites, Marriott</td>
<td>$155</td>
<td>$425.00</td>
<td>$495.00</td>
</tr>
<tr>
<td>New Bern</td>
<td>Riverfront Convention Center, Courtyard Marriott, Hilton Garden Inn</td>
<td>$139</td>
<td>$430.00</td>
<td>$500.00</td>
</tr>
<tr>
<td>Pinehurst</td>
<td>Pinehurst Resort</td>
<td>$169</td>
<td>$445.00</td>
<td>$505.00</td>
</tr>
<tr>
<td>Charlotte</td>
<td>Sheraton/Le Meridian, Marriott City Center, Westin, Hilton</td>
<td>$189</td>
<td>$455.00</td>
<td>$520.00</td>
</tr>
<tr>
<td>Wilmington</td>
<td>Convention Center, Embassy Suites, Hilton Riverfront</td>
<td>$199</td>
<td>$475.00</td>
<td>$535.00</td>
</tr>
<tr>
<td>Wrightsville Beach</td>
<td>Holiday Inn Resort</td>
<td>$199</td>
<td>$475.00</td>
<td>$535.00</td>
</tr>
<tr>
<td>Asheville</td>
<td>Grove Park Inn, Renaissance Asheville Hotel</td>
<td>$245</td>
<td>$520.00</td>
<td>$585.00</td>
</tr>
<tr>
<td>Charleston</td>
<td>Francis Marion Hotel</td>
<td>$265</td>
<td>$520.00</td>
<td>$585.00</td>
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<tr>
<td>Kiawah</td>
<td>Sanctuary Resort/Villas</td>
<td>$300</td>
<td>$525.00</td>
<td>$590.00</td>
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</tbody>
</table>