

CLASS[®] Pricing

Virginia Department of Education

Maximizing The Potential of
Every Child by Measuring and
Improving What Matters Most



Pricing as of March 23, 2021

Training Modalities

Please note: Due to precautions around COVID-19, in-person training is not currently available.

In-Person Training Options:

Teachstone Regional Training

Teachstone offers regional trainings each month in a different location. Participants can register online on the [Teachstone website](#). Breakfast and lunch are included each day of training at a Teachstone regional. This is the best option when a site/division has only one or a few people to train and has a travel budget.

Hosted Training

For divisions or sites who find it difficult to travel to a regional training or when a few participants need training across a few different divisions/sites, it may be possible to coordinate a hosted training. With this option, one site will host and provide the training room, and any meals or snacks (optional). Teachstone requires a training agreement with the host site for the cost of their own participants. Additional participants will register and pay online via the Teachstone website to fill the remaining seats. This is the best option when there are multiple divisions/sites physically close who need to share a training.

Onsite Training

Teachstone sends a trainer to one site to train only that division/site's participants. This is the best option if a division has a larger number of participants to train. An onsite training agreement will be completed between Teachstone and the division/site and the division/site will provide the training room and has the option of providing meals/snacks.

Virtual Training Options:

In response to the COVID-19 Pandemic, Teachstone is offering our standard face-to-face trainings in a virtual format. Teachstone's virtual trainings offer the same content and objectives as our in-person trainings. Interaction between participants is required and each training uses a variety of tools such as break out rooms for small group discussion, monitored chat box, polling, and whiteboarding. Teachstone provides a trainer and users are asked to participate using a high-speed internet connection, a tablet or computer, web camera and microphone.

FOCUS

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
A CLASS Primer for Leaders	Infant - Elementary English	Online: \$35 per participant
A CLASS Primer for Teachers	Birth to Five English* <i>*Spanish is coming in Fall 2020.</i>	Online: (English Pre-K Only) - \$39.99 per participant Onsite In-Person: \$7,300/training up to 35 participants Onsite Virtual: <ul style="list-style-type: none"> \$3,500 per training up to 25 participants \$5,000 per training up to 35 participants* Teachstone Hosted Virtual Training: \$225 per participant <i>*Group divided into two Zoom rooms each with a trainer</i>
CLASS Foundations for Teachers	Pre-K English* <i>*Spanish is coming in Fall 2020.</i>	Online: Four Course Bundle: \$199.99 per participant if purchased as a bundle If more than 20 purchased, bulk price is \$149.99 per participant. Individual Course Pricing: A Pre-K CLASS Primer for Teachers: \$39.99 per participant Emotional Support for Pre-K Teachers: \$59.99 per participant Classroom Organization for Pre-K Teachers: \$59.99 per participant Instructional Support for Pre-K Teachers: \$59.99 per participant

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FOCUS

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
Introduction to the CLASS Tool	Infant - Elementary English/Spanish	Onsite In-Person: \$7,000/training up to 50 participants (full or half day) Onsite Virtual: \$5,500 per session for up to 50 participants (full or half day) Teachstone Hosted Virtual Training: \$200 per participant
CLASS Strategy Cards	Combination Pack: 20 Infant, 20 Toddler and 20 Pre-K cards Individual Age Packs: Infant/Toddler, Pre-K or K-3	Combination Pack: \$35.95 per pack Infant/Toddler: \$29.95 Pre-K: \$29.95 K-3: \$29.95
CLASS Dictionary	Infant, Toddler and Pre-K	\$9.95 each Bundled with the Primer Pack Strategy Cards: \$22.50 (Bundle is discounted 10% for purchases over 100 units)
Instructional Support Kits: Pre-K Patterns Emotional Support	Pre-K Patterns: Pre-K Emotional Support: Birth to Five	\$349.95 each

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MEASURE

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
CLASS Observation Training	Single Age: Infant - Secondary Combined Ages: Infant/Toddler, Pre-K/K-3	Onsite In-Person: <ul style="list-style-type: none"> Single Age Level: \$8,500 per session for up to 15 participants (\$425 for each additional participant up to a maximum of 17) Combined Age Level: \$15,000 per session for up to 15 participants (\$725 for each additional participant up to a maximum of 17) Onsite Virtual: <ul style="list-style-type: none"> Single Age Level: \$8,460 per session for up to 15 participants (\$425 for each additional participant up to a maximum of 17) Combined Age Level: \$15,120 per session for up to 15 participants (\$725 for each additional participant up to a maximum of 17) Teachstone Hosted Virtual Training: <ul style="list-style-type: none"> Single Age Level: \$775 per participant Combined Age Level: \$1,550 per participant
CLASS Observation Recertification	Single Age: Infant - Secondary Combined Ages: Infant/Toddler, Pre-K/K-3	Online: \$125 per observer
CLASS Double Coding	Infant - Secondary	1 Day: \$3,500 2 Days: \$5,500 3 Days - \$7,800 4 Days - \$10,100 5 Days - \$12,400 <i>\$500 per additional participant to code alongside the Teachstone coder for a maximum of two coders.</i>

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MEASURE

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
CLASS Calibration	Infant - Secondary	Pre-Recorded: \$75 per participant Live (Group): \$1,350 for a minimum of 15 participants
myTeachstone Measurement Suite	Infant - Secondary	\$30 per classroom plus a one time implementation fee of 10%
Live Observations	Infant - Secondary	<i>There are many variables to pricing. Please contact us for more details.</i>

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IMPROVE

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
Coaching with myTeachstone	Infant - Secondary	<p>Onsite In-Person: \$8,500 per session for up to 15 participants plus \$350 per participant up to 20</p> <p>Onsite Virtual: \$7,650 per session for up to 15 participants</p> <p>Teachstone Hosted Virtual Training: \$835 per participant</p>
CLASS Group Coaching	Infant Toddler Pre-K K-3 English Spanish (Teacher materials only)	<p>Onsite In-Person: \$8,000 per session plus \$2,500 per coach up to a maximum of 10</p> <p>Onsite Virtual: \$7,380 per session plus \$2,340 per coach up to a maximum of 10</p> <p>Teachstone Hosted Virtual Training:</p> <ul style="list-style-type: none">• Pre-K or K-3: \$4,000 per coach• I/T Combined: \$5,400 per coach• One Day Age Level Add On: \$2,650 per coach <p>Participant Packages for Teachers: \$175 per package up to a maximum of 20 participants per coach</p> <p>Annual Relicensing: \$275 per coach</p> <p>Replacement Instructor USB: \$50 each plus shipping and handling</p> <p>Support Extension Options:</p> <ul style="list-style-type: none">• Support Fee (Phase 3): \$500 per coach• Support Fee (Phases 2,3): \$1,000 per coach• Support Fee (Phases 1,2,3): \$2,500 per coach

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PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
CLASS 1:1 Video Coaching	Toddler - Secondary English/Spanish	<p>Onsite In-Person: \$10,000 per session plus \$6,500 per coach up to a maximum of 10</p> <p>Onsite Virtual: \$9,225 per session plus \$6,030 per coach up to a maximum of 10</p> <p>Teachstone Hosted Virtual Training: \$8,600 per coach up to a maximum of 10</p> <p>Program Extension: \$6,700 per coach</p> <p>Credentialing:</p> <ul style="list-style-type: none">• Provisional Credential: \$2,100 per coach• Full Credential: \$525 per coach <p>Recertification:</p> <ul style="list-style-type: none">• Phase 1: \$2,100 per coach• Phase 2: \$525 per coach <p>Participant Packages for Teachers:</p> <ul style="list-style-type: none">• Materials Kit without iPod: \$210 per teacher• Materials Kit with iPod: \$340 per teacher
Instructional Support Essentials for Teachers	Pre-K English	<p>Onsite In-Person: \$7,300 per session for up to 25 participants</p> <p>Onsite Virtual: \$5,000 per session for up to 25 participants</p> <p>Teachstone Hosted Virtual Training: \$350 per participant</p>

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IMPROVE

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
Instructional Support Strategies for Coaches	Pre-K* English <i>*While the training, videos and activities are targeted to Pre-K coaches, the strategies covered can be used across other age levels.</i>	Onsite In-Person: \$6,200 per session for up to 12 participants* Onsite Virtual: \$5,000 per session for up to 12 participants* Teachstone Hosted Virtual Training: \$655 per participant <i>*Additional participants up to a maximum of 35 can be added for \$350 per participant.</i>
CLASS Feedback Strategies	Pre-K* English <i>*While the training, videos and activities are targeted to Pre-K coaches, the strategies covered can be used across other age levels.</i>	Online: \$75 per participant (<i>Unlimited per \$375</i>) Onsite In-Person: \$6,000 per session for up to 12 participants* Onsite Virtual: \$5,000 per session for up to 12 participants* Teachstone Hosted Virtual Training: \$655 per participant <i>*Additional participants up to a maximum of 35 can be added for \$350 per participant.</i>

myTeachstone

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
myTeachstone Subscription		For annual subscriptions of 50 or higher: \$5,500 per year For annual subscriptions of 49 or less: \$100 per user plus a \$10 set-up fee for the first year

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OTHER PRODUCTS

PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
Affiliate CLASS Training Program	Infant Supplement* Toddler Pre-K K-3 English/Spanish <i>*Requires the participant to be a Certified CLASS Affiliate Trainer on at least one other age level.</i>	<p>Onsite In-Person:</p> <ul style="list-style-type: none"> Toddler - K-3: \$10,000 per session plus \$2,000 per participant fee up to a max of 12 participants Infant Supplement: \$10,000 per session plus \$1,500 per participant fee up to a max of 8 participants <p>Back to Back Training Discount applies when 1 day Intro, ISS or Feedback Strategies is added: -\$1,000</p> <p>Onsite Virtual:</p> <ul style="list-style-type: none"> Toddler - K-3: \$9,000 per session plus \$1,800 per participant fee up to a max of 12 participants Infant Supplement: \$9,000 per session plus \$1,350 per participant fee up to a max of 8 participants <p>Back to Back Training Discount applies when 1 day Intro, ISS or Feedback Strategies is added: -\$900</p> <p>Teachstone Hosted Virtual Training:</p> <ul style="list-style-type: none"> Infant: \$3,420 per participant Other Age Levels: \$4,230 per participant <p>Affiliate Participant Packages:</p> <ul style="list-style-type: none"> Observations: \$275 per participant (Infant-Secondary, English) Introduction to CLASS: \$80 per participant (Infant - K-3, English) <p>Affiliate Recertification: \$275 per participant (Online, Infant-Secondary, English)</p>

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PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
CLASS Master Coaching	Infant - Secondary	Two-Day Workshop Year 1: \$5,000 per coach, 6-12 coaches Two-Day Workshop Year 2: \$5,000 per coach, 6-12 coaches
CDA with CLASS	Facilitated: Infant/Toddler or Pre-K On Demand: Infant/Toddler, Pre-K or Family Child Care English	Facilitated: \$549 per participant On Demand: \$329 per participant
CDA Renewal with CLASS	Infant/Toddler or Pre-K English	On Demand: \$215 per participant
Interactions at the Heart of Healing Trauma Informed Professional Development Series	Birth - Five English	Webinar: \$45 per participant
Interactions at the Heart of Healing Transfer to Practice Add-On Webinar	Birth - Five English	Virtual Delivery: 1,300 per session for up to 25 participants
Interactions at the Heart of Healing One-Day Virtual Pre-Service	Birth - Five English	Onsite Virtual: \$3,500 per training up to 25 participants \$5,000 per training up to 35 participants* \$6,000 per training for up to 50 participants*

**Group divided into two Zoom rooms each with a trainer*

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PRODUCT	AGE LEVEL / LANGUAGE	PRICING DETAILS
CLASS Dimension Guides	Infant - Secondary English Spanish French	Infant: \$19.95 each Toddler: \$19.95 each Infant/Toddler Bundle: \$30.00 each Pre-K: \$19.95 each K-3: \$19.95 each Upper Elementary: \$19.95 each Secondary: \$19.95 each <i>10% discount for purchases over 100 units</i>
CLASS Dimensions Overview	Infant (English) Toddler (English) Pre-K / K-3 (English, Spanish)	\$30.00 each <i>10% discount for purchases over 100 units</i>
CLASS Score Sheets	Infant Toddler Pre-K / K-e3 (English) Pre-K / K-3 (Spanish) Pre-K / K-3 (French) Upper Elementary Secondary	\$15 per 5-pack 10% discount for purchases over 100 units
CLASS Manual	Infant Toddler Pre-K (English) Pre-K (Spanish) Pre-K (French) Upper Elementary Secondary	\$54.95 each 10% discount for purchases over 100 units

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