



GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Pricelist

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: GSAAdvantage.gov.

Schedule 00CORP

The Professional Services Schedule

Contract Number: GS-02F-0153Y

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period: June 12, 2012 thru June 11, 2022

Price List Current Through Mod PO-0017 dated June 12, 2017

CONTRACTOR:

LWMIII Consulting, LLC
11141 Monmouth
San Antonio, TX 78239

Phone: 210-364-3978

Fax: 210-646-2832

www.truegrowthleadership.com

Contract Administration Source: Address Above

CUSTOMER INFORMATION:

1a. Awarded Special Item Number(s):

- 874 1 Integrated Consulting Services
- 874 4 Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development, etc.
- 100 03 Ancillary Supplies and/or Services

1b. Lowest priced item for all Special Item Number(s):

SIN	Item	Description	Price
874 1		Administrative Assistant	\$48.00 per hour
874 4	TGA-360	Assessment Instruction	\$244.33
100 03	BK-9001	Charismatic Based Leadership	\$9.52

1c. Services:

**Professional Services (SIN 874 1 and 874 4)
Labor Category Minimum Education/Experience Equivalencies:**

Degree	Related Experience
Associate's degree (AA/AS) is equivalent to	HS <u>plus</u> 2 years related experience
Bachelor's degree (BA/BS) is equivalent to	HS <u>plus</u> 4 years, or AA/AS degree <u>plus</u> 2 years related experience
Master's degree (MA/MS) is equivalent to	HS <u>plus</u> 6 years, AA/AS <u>plus</u> 4 years, or BA/BS <u>plus</u> 2 years related experience
Doctorate degree (PhD) is equivalent to	HS <u>plus</u> 8 years, AA/AS <u>plus</u> 6 years, BA/BS <u>plus</u> 4 years, or MA/MS <u>plus</u> 2 years related experience
Relative Experience for Education Substitution	Degree
HS <u>plus</u> 2 years of experience	equals Associate's
Associate's <u>plus</u> 2 years of experience (over Associate's) or HS <u>plus</u> 4 years of experience over HS	equals Bachelor's
Bachelor's <u>plus</u> 2 years (over Bachelor's) or <u>plus</u> 4 years over Associate's or <u>plus</u> 6 years over HS	equals Master's
Master's <u>plus</u> 2 years (over Master's) or <u>plus</u> 4 years over Bachelor's or <u>plus</u> 6 years over Associate's or <u>plus</u> 8 years over HS	equals Doctorate

Labor Category Descriptions:

Business Leader:

Minimum/General Experience: Must have 10 years of experience with PhD; 12 years with MA/MS; or 15 years with BA/BS

Functional Responsibility: Provides executive level consultation services to the leadership of the client organization. Serves as the senior manager for projects involving consulting services such as process improvement analyses, performance assessments, programmatic functional support, strategic planning, organizational analyses, and the management of assets.

Minimum Education: PhD/MA/MS/BA/BS in Business, Management, Information Systems, Operations Research or related fields

Program Leader II:

Minimum/General Experience: Must have at least 5 years of experience with BS; 10 years with no degree.

Functional Responsibility: Directs, coordinates, and exercises supervisory authority for planning, organizing, controlling, integrating and completing programs. Develops and establishes procedures and guidelines for daily operation of assigned programs and is primary technical and contracts liaison between LWMIII and the customers.

Minimum Education: BA/BS in Business, Management or related fields

Subject Matter Expert III

Minimum/General Experience: Must have at least 10 years of experience with MA/MS; 15 years with BA/BS; 20 years with No Degree

Functional Responsibility: Uses a wide application of principles, theories, concepts, and techniques to develop innovative solutions to problems. Provides expert advice, assistance, or guidance in support of programs and projects. Applies expert knowledge to gather facts, research and analyze the data, and develop conclusions and recommendations.

Minimum Education: MA/MS/BA/BS in scientific, technical or functional discipline

Training Program Manager

Minimum/General Experience: Must have at least 10 years of experience with MA/MS; 12 years with BA/BS; 20 years with No Degree

Functional Responsibility: Provides senior level training development support services to the client organization. Serves as the senior manager for projects involving training and training development services such as courseware, training text, target audience assessments.

Minimum Education: MA/MS/BA/BS in management, education, scientific, technical, or related field.

Training Instructor III

Minimum/General Experience: Must have at least 5 years of experience with MA/MS; 8 years with BA/BS; 15 years with AA/AS

Functional Responsibility: Serves as the training leader for other instructors. Defines training requirements and works with subject matter experts to design training strategy. Designs management/leadership specific courseware including structuring training classes, creating training text, delivering courses to students and testing effectiveness of the presented material.

Minimum Education: MA/MS/BA/BS/AA/AS in management, education, scientific, technical, or related field.

Training Instructor II

Minimum/General Experience: Must have at least 8 years of experience with BA/BS; 15 years with AA/AS

Functional Responsibility: Defines training requirements and works with subject matter experts to design training strategy. Designs management/leadership specific courseware including structuring training classes, creating training text, delivering courses to students and testing effectiveness of the presented material.

Minimum Education: BA/BS/AA/AS in management, education, scientific, technical, or related field.

Management Systems Specialist

Minimum/General Experience: Must have at least 3 years of experience with AA/AS, 7 years with HS

Functional Responsibility: Under direct supervision, assists in providing expert support services to Training leader and project team members as needed. Generally responsible for reports and documentation

Minimum Education: AA/AS

Administrative Assistant

Minimum/General Experience: Must have at least 1 year of experience with AA/AS; 3 years with HS

Functional Responsibility: Under direct supervision, assists in providing support services to Program Leader and project team members as needed. Generally responsible for reports and documentation

Minimum Education: HS Diploma

Training Services

TRAINING COURSE DESCRIPTIONS

Course Number: TGA-LDTP-4D			
Title of Course: True Growth Academy - Leader Development Training Program (4 Day)			
Length of Course:	4 days	Minimum Number of Participants: 10	Maximum Number of Participants: 32
Location of Course: 1 Lincoln Square, Gettysburg, PA 17325			
Course format: Lecture, exercises, battlefield tour, and one-on-one coaching			
Description of Course: The True Growth® Academy, designed for management level leaders, provides a structured development of both the principles and applications of authentic leadership. The overall objectives of the True Growth® Academy experience are to understand the principles and benefits of authentic leadership; to create an environment of self-discovery, growth, and leadership development; to gain clarity and conviction of one's personal values and how they align with the organization; to gain clarity of one's personal life purpose with the associated benefits of focus, passion, balance and true enjoyment; to build a set of personal leadership disciplines that support one's life purpose and values; to engage participants in rich, challenging discussions that will promote original thinking in relation to both personal and professional development; to provide participants with multiple assessment tools designed to help them discover their authentic true selves; to explore the roots of organizational disengagement; to help leaders of organizations better understand how to create work environments and relationships that lead to passionately engaged teams.			
Class Schedule: Offered 2 times per year – view website for dates			

Course Number: TGA-LDTP-II			
Title of Course: True Growth Academy II - Leader Development Training Program – Phase II (3-Day)			
Length of Course:	3 days	Minimum Number of Participants: 10	Maximum Number of Participants: 32
Location of Course: Customer Site or 502 West Cesar E. Chavez Blvd, San Antonio, TX 78207			
Course format: Lecture, exercises, and one-on-one coaching			
<p>Description of Course: The True Growth Academy II is an advanced course in team development specifically designed to help leaders discover the skills and behaviors essential to <i>grow from authenticity to legacy leading</i>. It is reserved for graduates of the True Growth Academy and leaders who participated in special True Growth seminars. Goals of the program are: Increased self-awareness to maximize leadership effectiveness; develop a clear understanding of leadership passion in order to fully commit to maximizing effectiveness as a leader; understand the impact of an out-of-control ego within organizations and discover behavioral strategies to control ego and express humility; understand the importance of exhibiting a positive attitude and leadership resiliency regardless of personal and organizational circumstances; understand the importance of exhibiting a positive attitude and leadership resiliency regardless of personal and organizational circumstances; discover the leadership principles required to be the leader others like to follow; and learn the critical energy systems inherent in the 7- Step Personnel Change Process© and how to implement change in self, others, and overall organization.</p>			

Course Number: TGA-LDTP-1D			
Title of Course: True Growth Academy, Leader Development Training Program (1 Day)			
Length of Course:	1 day	Minimum Number of Participants: 10	Maximum Number of Participants: 25
Location of Course: At Client-hosted facilities			
Course format: Lecture, table-top and group interactive exercises			
<p>Description of Course: The True Growth® Academy, designed for management level leaders, provides a structured development of both the principles and applications of authentic leadership. The overall objectives of the True Growth® Academy experience are to understand the principles and benefits of authentic leadership; to create an environment of self-discovery, growth, and leadership development; to gain clarity and conviction of one's personal values and how they align with the organization; to gain clarity of one's personal life purpose with the associated benefits of focus, passion, balance and true enjoyment; to build a set of personal leadership disciplines that support one's life purpose and values; to engage participants in rich, challenging discussions that will promote original thinking in relation to both personal and professional development; to provide participants with multiple assessment tools designed to help them discover their authentic true selves; to explore the roots of organizational disengagement; to help leaders of organizations better understand how to create work environments and relationships that lead to passionately engaged teams. LWMIII Consulting provides a 1 day leader development course with a compressed program – each participant completes coursework and develops a personal True Growth® Model.</p> <p>Class Schedule: Scheduled classes available</p>			

Course Number: TGA-LDTP-1.5D			
Title of Course: True Growth Academy – Leader Development Training Program (1 1/2 Days)			
Length of Course:	1.5 days	Minimum Number of Participants: 10	Maximum Number of Participants: 25
Location of Course: At Client-hosted facilities			
Course format: Lecture, table-top and group interactive exercises			
<p>Description of Course: The True Growth® Academy, designed for management level leaders, provides a structured development of both the principles and applications of authentic leadership. The overall objectives of the True Growth® Academy experience are to understand the principles and benefits of authentic leadership; to create an environment of self-discovery, growth, and leadership development; to gain clarity and conviction of one's personal values and how they align with the organization; to gain clarity of one's personal life purpose with the associated benefits of focus, passion, balance and true enjoyment; to build a set of personal leadership disciplines that support one's life purpose and values; to engage participants in rich, challenging discussions that will promote original thinking in relation to both personal and professional development; to provide participants with multiple assessment tools designed to help them discover their authentic true selves; to explore the roots of organizational disengagement; to help leaders of organizations better understand how to create work environments and relationships that lead to passionately engaged teams. LWMIII Consulting provides a 1.5 day leader development course program – each participant completes coursework, develops a personal True Growth® Model, self-reflection time, learns to journal, completes a life story exercise, and, if requested by the client, completes a 360° individual leadership assessment with individual coaching.</p> <p>Class Schedule: Scheduled classes available</p>			

Course Number: TGA-LDTP-2D			
Title of Course: True Growth Academy, Leader Development Training Program - (2 Days)			
Length of Course:	2 days	Minimum Number of Participants: 10	Maximum Number of Participants: 25
Location of Course: At Client-hosted facilities			
Course format: Lecture, table-top and group interactive exercises			
<p>Description of Course: The True Growth® Academy, designed for management level leaders, provides a structured development of both the principles and applications of authentic leadership. The overall objectives of the True Growth® Academy experience are to understand the principles and benefits of authentic leadership; to create an environment of self-discovery, growth, and leadership development; to gain clarity and conviction of one's personal values and how they align with the organization; to gain clarity of one's personal life purpose with the associated benefits of focus, passion, balance and true enjoyment; to build a set of personal leadership disciplines that support one's life purpose and values; to engage participants in rich, challenging discussions that will promote original thinking in relation to both personal and professional development; to provide participants with multiple assessment tools designed to help them discover their authentic true selves; to explore the roots of organizational disengagement; to help leaders of organizations better understand how to create work environments and relationships that lead to passionately engaged teams. LWMIII Consulting provides a 2 day leader development course program – each participant completes coursework, develops a personal True Growth® Model, self-reflection time, learns to journal, completes a life story exercise, and, if requested by the client, completes a 360° individual leadership assessment with individual coaching. Includes a comprehensive challenge exercise or “low ropes” program that puts each participant in a leadership role. The 2 day program also expands on the allotted time for table discussion and interaction. This program is often used as a team building program by agencies.</p> <p>Class Schedule: Scheduled classes available</p>			

Course Number: TGA-360			
Title of Course: True Growth Academy - 360 Assessment - Individual Leader 360 Assessment Instrument -			
Length of Course:	On-line Self Taught	Minimum Number of Participants: No Minimum (Online)	Maximum Number of Participants: No maximum (Online)
Location of Course: Online			
Course format: Interactive exercises			
<p>Description of Course: The 360 Assessment Tool - Authentic Leader Awareness was developed with professional organizational and individual behavior leaders who understand specific traits of a genuine or authentic leader. This instrument has been used by over 2,000 participants and has been found to be uniquely effective in identifying positive and developmental traits in leaders. The assessment is included in the True Growth Academy. Clients have an option to include the 360 assessment in the 2-day and 1.5 day.</p> <p>The instrument will assess the training course participant (or an individual who requests an assessment) in 34 behaviors found in an authentic leader. The intent is to have an assessment for each leader completed 14 days prior to the training event. The online Assessment process is very easy to use and is designed to minimize time and effort for both the feedback providers and the feedback receivers. Each participant has their own web site created. The site is used to send invitation emails, send reminders, collect survey input and keep the participant and LWMIII advised of the 360 status at all times.</p> <p>Coaching assignments will be made 14 days prior to the event. Coaches will receive the completed assessment reports and prepare a consulting worksheet prior to the start of the event. Their completed 360 Awareness Assessment will be given to the participant at the end the training program for review before the coaching session. A 55 minute face-to-face coaching session will be conducted with each leader. Upon completion of the session, the student will finalize his personal development plan to address personal growth, issues and shortfalls.</p> <p>After 30-45 days, each coach will follow-up with the participants that they coached and conduct a telephonic consulting session to determine if the participant is executing an action plan to improve their professional and personal leadership behaviors based on needs identified during the 360 assessment and subsequent coaching.</p> <p>LWMIII has an effective safeguard aspect to the 360° assessment. The LWMIII Administrative Assistant will provide the email addresses to the Assessment Administrator from Holton Systems who initiates the on-line 360° Awareness Assessment. Intent is to have an assessment for each student completed NLT 14 days prior to the event. Each participant has their own secure web site created by Holton which is used to send invitation emails, send reminders, collect survey input and keep the participant and LWMIII advised of the Assessment's status at all times. A robust web site is utilized by Holton to host the 360° Awareness Assessment application. The application is written in ASP code with a relational database as a survey driver and to securely store the survey input. RAID technology is used to ensure that no data is lost by a single point of failure. Final reports analyzing the survey input from a number of different viewpoints are accurately prepared using Crystal Reports.</p> <p>Class Schedule: Scheduled classes available</p>			

- 2. Maximum Order:** All SIN's: \$ 1,000,000.
- 3. Minimum Order Limitation:** \$100.00
- 4. Geographic Coverage:** 48 contiguous States and Washington, DC
- 5. Points of Production:** San Antonio, Bexar County, TX
- 6. Basic Discount:** Prices shown are NET.
- 7. Quantity/Volume Discount:**
 - SIN 874-4 Training Courses**
 - Quantity Discount**
 - True Growth Academy - 2 or more students \$500 discount
 - Volume Discount**
 - Additional 2% Discount- Orders \$50,000.00 +
 - Additional 3% Discount - Orders 100,000.00 +
 - Additional 4% Discount - Orders 200,000.00 +
 - SIN C100-03 - Support Products**
 - 10% Discount -- 20+ units on Books and Training Aids
- 8. Prompt Payment Terms:** Net 30 Days
- 9 a. Government purchase cards are accepted below the micro-purchase threshold**
- 9b. Government purchase cards are accepted above the micropurchase threshold.**
- 10. Foreign Items:** None
- 11a. Time of Delivery:** To be Determined at the Task Level
- 11b. Expedited Delivery:** To be Determined at the Task Level
- 11c. Overnight / 2-Day Delivery:** Contact Customer Service for information on faster deliveries.
- 11d. Urgent Requirements:** Contact Customer Service for information on faster deliveries.

12. FOB Point: Destination within 48 contiguous States and Washington, DC, and to points of export.

13a. Ordering Address: Mail: LWMIII Consulting, LLC
11141 Monmouth
San Antonio, TX 78239

13b. Ordering Procedures: For supplies and services, the ordering procedures and information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address: LWMIII Consulting, LLC
11141 Monmouth
San Antonio, TX 78239

15. Warranty Provisions: Manufacturer's standard warranties applies to these products.

16. Export Packing Charges: Not applicable.

17. Terms and Conditions of Government Purchase Card Acceptance: LWMIII Consulting, LLC will accept government purchase cards up to the amount authorized by VISA for that individual at time of order.

18. Rental, Maintenance, And Repair: Not available under this contract.

19. Terms and Conditions of Installation: N/A

20. Repair Parts: Repair parts are not available under this contract.

20a. Terms and Conditions for Any Other Services: No other services are available

21 Service and Distribution Points:
LWMIII Consulting, LLC
11141 Monmouth
San Antonio, TX 78239

22. List of Participating Dealers: None

23. Preventive Maintenance: Not applicable

24a. Environmental Attributes, E.G., Recycled Content, Energy Efficiency, and/Or Reduced Pollutants. Not applicable

24b. Section 508 Compliance: Not applicable

25. **Data Universal Number System (DUNS) Number:** 828070289

26. **Central Contractor Registration (CCR) :** LWMIII Consulting, LLC is registered in the System for Award Management (SAM) database.

LWMIII Consulting, LLC
11141 Monmouth
San Antonio, TX 78239

Phone: 210-364-3978 Fax: 210-646-2832

PRICING

Labor Category Rates (per Hour)

SIN 874 1 Integrated Consulting Services	
Labor Category Description	GSA Net Price
Business Leader	\$ 186.49
Program Leader II	\$ 154.50
Subject Matter Expert III	\$ 209.23
Training Program Manager	\$ 182.91
Training Instructor III	\$ 155.48
Training Instructor II	\$ 135.36
Management Systems Specialist	\$ 52.77
Administrative Assistant	\$ 43.57

continued

Part Number	SIN 874 4 Training Courses	GSA Net Price
TGA-LDTP-4D	True Growth Academy, Leader Development Training Program (4 Day) - Offsite - Location Ye Kendall Inn – Boerne, Texas – Training Fee is all-inclusive (activities, meals, lodging, transportation) upon arrival at the San Antonio, Texas airport. Price per Leader	\$3,860.45
TGA-LDTP-II	True Growth Academy II - Leader Development Training Program (3 day) – Customer Site or Offsite - Location Doubletree San Antonio, Texas - Training Fee is all inclusive (activities, meals, lodging, transportation upon arrival at the San Antonio, TX airport. Price per leader	\$1,954.66
TGA-LDTP-2D	True Growth Academy, Leader Development Training Program - (2 Days) - Customer Site - plus travel expenses for two facilitators. Fee includes program and course materials for up to 25 leaders.	\$17,591.94
TGA-LDTP-1.5D	True Growth Academy – Leader Development Training Program (1 1/2 Days) - Customer Site - plus travel expenses for two facilitators. Fee includes program and course materials for up to 25 leaders.	\$15,637.28
TGA-LDTP-1D	True Growth Academy, Leader Development Training Program (1 Day) - Customer Site - plus travel expenses for two facilitators. Fee includes program and course materials for up to 25 leaders.	\$9,773.30
TGA-360	True Growth Academy - 360 Assessment - Individual leader 360 assessment instrument - Price per Leader	\$244.33

continued

Part Number	SIN 100-03 Ancillary Supplies and/or Services	Net GSA Price
	Training Aids	
TGVC-001	True Growth Value Cards - Individual 's Values (Pack of 10 Deck)	\$85.67
TMVC-002	TeamMax® Value Cards - Team or Business - Unit Values (Pack of 10 Deck)	\$76.10
	Books	
BK-9001	Charismatic Based Leadership - How to be the leader everyone wants to follow.	\$9.52
BK-9002	People-Smart Leaders - Maximize people performance and profits.	\$9.52
BK-9003	Dare to Lead - Proven Principles of Effective Leadership	\$12.40
	eBooks	
EB-6610	Dare to Lead - Proven Principles of Effective Leadership (Book plus 2 CD packet)	\$36.32
EB-6611	Smart People Work People Smart	\$9.52
EB-6612	Leading Change While Dancing with Resistance	\$9.52
EB-6613	People Smart Coaching	\$9.52
EB-6614	The 12 Leadership Principles to Being the Leader Followers like to Follow	\$9.52
EB-6615	A Handbook on Transformational Teamwork - Putting the work in teamwork to work	\$9.52
EB-6616	Teamwork Dictionary - Fifty-Six values, behaviors, and strategies.	\$9.52
EB-6617	People Smart Coaching	\$9.52
EB-6618	Can You Trust Me?	\$9.52
EB-6619	Being the Leader Followers Like to Follow	\$9.52