

## **Quantity Discounts for Spa: A Comprehensive Introduction and Retail Management for Spas (non-school orders)**

- Customers who wish to order five or more copies of a course (text plus final exam), please note that quantity discounts can not be processed through the web site. Please call one of the following Educational Institute contacts:
  - Domestic Customers
    - Deb Badgett
    - 517.318.2364
    - [dbadgett@ahla.com](mailto:dbadgett@ahla.com)
  - International Customers
    - Regina O'Hara
    - 407.999.8133
    - [rohara@ahla.com](mailto:rohara@ahla.com)
- Quantity pricing is as follows:
  - 5-9 courses - \$75 each for members (nonmember \$92 each)
  - 10-24 courses - \$70 each for members (nonmembers \$87 each)
  - 25-49 courses - \$65 each for members (nonmembers \$81 each)
  - 50-99 courses - \$60 each for members (nonmembers \$76 each)
  - 100 or more courses - \$55 each for members (nonmembers \$70 each)
- Quantity purchases also include a complimentary instructor's kit for group teaching, which include:
  - An instructor's guide with teaching key points and offers presentation techniques for teaching adult learners
  - A textbook
  - A Test Disk/Instructor's CD-ROM with test questions to create progress quizzes
  - Complimentary DVD (Spa: A Comprehensive Introduction only)

## **Using Courses for Group Study at Your Property**

- Each course averages 25-35 hours of group time. Many properties find it convenient to run three-and-a-half-hour sessions once a week for eight weeks, but shorter group sessions can also be effective.
- Anyone with a background in the subject area can serve as an effective instructor.
- The Educational Institute grades all final exams. A passing score is 69% or higher for Retail Management for Spas and 70% or higher for the Certified Spa Supervisor exam.
- A permanent record of all grades is maintained at the Educational Institute.