

What you charge is a sentence you wrote

Your fee began life as a sentence, written years ago under old beliefs about yoga and worth. This page is where you redraft it.

YOGA PROS

Handout 13 • goes with the Learning Hub article of the same name



◆ HANDOUT 13

Inside this handout

Your fee began life as a sentence, written years ago under old beliefs about yoga and worth. This page is where you redraft it.

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◆ HOW TO USE IT

- Print it, or fill it in on a tablet. Paper works better than it should.
- Read the article first if you can. The handout is the practice; the article is the thinking behind it.
- There is no score and nothing to get right. It is a working page, not a test.

◆ WHEN TO USE THIS

- Before you set a rate for a new term or a new venue
- When you hear yourself apologise before you say the number
- When your fee has outlived the beliefs it was written under

◆ THE PRACTICE

Step by step

01 Catch the sentence

Finish the line 'I charge what I charge because...' and keep writing past the first tidy answer.

02 Test it

Read it back as though a teacher you respect wrote it about their own work, and mark where you would argue.

03 Draft the revision

Write the sentence you would want that teacher to charge by, naming what the fee holds up.

04 Review one fee

At the next natural moment, a new term or a new venue, test a single fee against the revised sentence.

◆ YOUR PAGE

Write it *down*

I charge what I charge because...

Reading that back as a colleague, I would challenge...

The revised sentence I am prepared to stand behind...

◆ BEFORE YOU FINISH

- ☐ Current sentence written out honestly
- ☐ Read back through a respected colleague's eyes
- ☐ Revised sentence drafted
- ☐ One fee chosen for review
- ☐ Review moment named and dated

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This handout supports the article ‘What you charge is a sentence you wrote’ — part of the Wellbeing & Mindset collection on the YogaPros Learning Hub.

RELATED READING ON THE LEARNING HUB

- "There's no money in yoga" — the cost of the sentence
- One page that holds your year

FIND THE ARTICLE AND THE WHOLE COLLECTION AT

theyogapropros.com/learning-hub

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