



PERSONAL SESSION PRICING

Pricing for personal sessions, individual case consults, and small group case consults supporting SEP requirements and SE™ trainings.

Previous policy (USA only)

SETI set the maximum cost at \$100/hour for personal sessions and individual case consultation sessions, and \$75/credit hour (i.e., \$25/clock hour x 3 hours = 1 hour of credit towards the SEP certificate requirement) for group case consultation sessions. This policy was for the United States only.

New Policy (Global)

Individual approved providers set their fees. This new policy allows the providers to determine their fees based on factors such as the cost of living and the standard cost for comparable services in their respective regions. Approved providers are still able to set a common fee for services for sessions and consults offered at training sites. In setting fees, SETI asks the session providers to consider SETI's non-profit value, ethics and status as well as the public service and education mission. Session fees must encompass both the fair compensation for professional service rendered by the session providers and the affordability of sessions to training participants whose socio-economic resources vary widely.

The previous policy as cited above applies for participants on scholarship. As a matter of ethical standard providers may not refuse service to participants on scholarship. To receive the previous policy rate, or a more favorable new one set by approved providers, the participant will disclose their scholarship receipt. This information can be verified by SETI or regional organization or organizer.

Rationale

This new policy addresses the wide range of economic conditions that influence pricing of all types of services worldwide. It guides SETI's obligation to promote and adhere to non-profit values and community service ethics against the "naturally"- occurring demand-driven market system. The policy strives to balance the need to provide remuneration to those approved to offer professional services to fulfill SE training requirements against the obligation to ensure such valued and required services will support student development in a timely and affordable way.

Although we can heavily rely on market competition when creating pricing equilibrium as providers charge what their service both supply and quality – will sustain, we must rely more heavily on our not-for-profit, community service values and our commitment to healing trauma worldwide. Included in these values and vision is our commitment to inclusion of all who serve the full spectrum of people suffering on-going trauma, and we must be sensitive that cost can prohibit many from receiving the life saving and changing training to empower them to serve the less served that we are all passionate about.

Scope

- This new policy applies to personal sessions, individual case consults, and small group case consults that fulfill the requirements for the SEP certificate.
- The new policy further applies to any personal sessions, individual case consults, and small group case consults required by an SE training.
- The new policy does not differentiate between a faculty member and non-faculty member provider.
- Pricing for large group case consultations provided by faculty members at SE trainings remains unchanged by this policy.

Considerations: Competition and Non-Profit Values and Service Ethics

Professional work currently provided by SEPs in geographic regions are driven by SE training requirements, the principles of market pricing, and non-profit values and community service ethics. They create a complicated situation where because

- We require personal sessions and case consults to fulfill SEP certificate requirements, we do not have a "pure" market system, thus the principles of market pricing must be monitored.
- We attract participants from a variety of locations to training, market price in the training area may not reflect the economic conditions of the residence and employment locations of participants.

- Significant structural and systemic inequalities exist within markets affecting marginalized groups with less privileged participants, with regard to equal wages and wealth, non-profit values and community service ethics must guide the commodification of professional services in the market place.
- Work pricing causes participants to struggle to afford sessions, by overpricing, or
- Work pricing causes providers to significantly discount their services, by underpricing, or
- Market pricing and non-profit values and service ethics can collide

We create this policy based on these considerations to empower participation in local initiatives in promoting sustainability for provider, client, and SETI to support SETI's non-profit mission.

Policy 4/30/2015