

Good morning,

ESC New England pegs consulting time contributed by our volunteer consultants at \$175 per hour. We don't charge clients by the hours but we calculate a flat fee using a sliding scale based on the budgets of the organizations we serve and an estimate of the time involved for the team. Generally speaking, staff do not perform as consultants. We don't currently recruit Members although I'm interested in investigating the concept.

Nancy, how many members do you have? What is the total revenue from memberships and what percentage of your total revenue stream is it annually?

Great discussion by the way.

Yes, Sales Force is key to tracking prospects and clients here in Boston.

I look forward to looking into the Resource Directory.

Julie