

What you charge is a sentence you wrote

Your fee started life as a sentence, written years ago under beliefs about yoga and worth you'd never hand to a student. This is the page where you redraft it.

YOGA PROS

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



◆ HANDOUT 13

Inside this handout

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01	When to use this The moments this practice is for	<i>page 2</i>
02	The practice Step by step, small and specific	<i>page 2</i>
03	Your page Space to write — keep it, date it	<i>page 3</i>
04	Before you finish A short checklist to close the loop	<i>page 3</i>
05	Related reading Where to go next on the Learning Hub	<i>closing page</i>

◆ 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 an apology slips out ahead of the number
- When the fee has outlived the beliefs you set it under

◆ THE PRACTICE

Step by step

01 Catch the sentence

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

02 Test it

Read it back as though a teacher you respect wrote it about their own work. Mark where you'd argue.

03 Draft the revision

Write the sentence you'd want that teacher to charge by, one that names what the fee holds up.

04 Review one fee

At the next natural moment, a new term or a new venue, hold one fee up against the revised sentence.

◆ YOUR PAGE

Write it *down*

I charge what I charge because...

Reading it back as a colleague, the bit I'd challenge is...

The revised sentence I'll stand behind...

◆ BEFORE YOU FINISH

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Current sentence written out, honestly

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Read back through a respected colleague's eyes

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Revised sentence drafted

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One fee picked for review

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Review moment named and put in the diary

YOGA PROS

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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