



2023-24 PRICING

Studio 68 switched to all-inclusive pricing 8 years ago. Before that, we operated like most dance studios: Tuition was X amount each month. In October, costume deposits were due. In November, it was recital fee. In January, costume balances were due. In March, you had to purchase new tights before pictures. Clients had to remember to order and pay extra for parade and recital shirts, and if you forgot, your dancer was disappointed. Recital programs and videos had to be pre-ordered and were an extra cost.

We knew there had to be a better way, so we introduced ALL-INCLUSIVE PRICING.

Our clients LOVED the convenience, ease, and ability to budget that all-inclusive pricing gave them.

Then came COVID.

No one knew what we'd be able to have or not have and we didn't want to charge for recital, costumes, parades, videos, etc if we didn't end up having those events, so we went back to the traditional pricing model. But this year, after tons of requests...

ALL-INCLUSIVE PRICING IS BACK!

\$60 first class – due MONTHLY

\$50 each additional class – due MONTHLY

This includes ALL of the following:

- tuition
- recital costumes/tights/garment bag/all accessories (typically 1 set per class)
 - long sleeve t-shirt or sweatshirt
- winter & spring production and participation (tickets sold separately)
 - Christmas parade participation
 - winter show costuming
- recital souvenir program, engraved souvenir photo frame, recital t-shirt
 - recital live stream/download

Other OPTIONAL Expenses: Dancewear, shoes (*as needed*), Logowear (*optional - periodic*), Dance photos/Sitting Fee (*optional - March*), Program Tribute pages (*optional - April*), Show tickets for Winter and Spring (*December, May*)

Payment Policies: For your convenience, Studio 68 offers autopay. Families **must** keep a card on file. If you choose NOT to autopay, you can submit cash/check before the 5th of the month. Autopay for tuition and any extras will typically run on the 5th of each month. A 10% late fee for failed autopay and late payments will be applied on the 6th of each month. If accounts reach 30 days past due, dancers may not be allowed to participate. No refunds/transfers for missed classes. Withdrawal and stop payment, requires written communication with two weeks notice.