Mentor Pricing & Offer Guide

Introduction

As an experienced volleyball coach, you have a wealth of knowledge to share, but pricing your mentorship services may feel unfamiliar. This guide will help you structure your offer, set fair pricing, and communicate clearly with mentees.

Step 1: Define Your Offer

- What do you want to provide? (e.g., virtual or in-person sessions, game video analysis, on-court coaching, resource sharing)
- How many sessions will you include in your mentorship package?
- Will you offer group mentorship, one-on-one sessions, or both?

Step 2: Setting a Fair Price

The OVA provides a subsidy to mentees, so pricing your services around this structure is a great starting point:

- Group mentorship: $25 per session, up to $100 total
- Individual mentorship: $50 per session, up to $200 total

A recommended benchmark is $200 for at least four one-on-one sessions, similar to an NCCP evaluation. If you provide extra services (e.g., resources, travel, gym rental), you can adjust your price accordingly.

Step 3: Consider Additional Costs

- **Resources:** If you provide written materials, training plans, or video breakdowns, factor this into your pricing.
- **Travel Expenses:** If you mentor in-person, consider mileage, parking, and gym rental fees.
- **Bundling:** Offer package deals to provide value while ensuring commitment.

Step 4: Transparency & Communication

- Clearly outline your pricing and what's included.
- Be upfront about additional costs to avoid surprises.
- Confirm expectations in writing so both parties agree on terms.

Step 5: Invoicing & Payment

- Use a simple invoice template (provided by OVA) to bill mentees.
- Specify payment methods and deadlines.
- Keep records of sessions for tracking purposes.

By setting a clear and fair mentorship structure, you ensure both you and your mentees get the most out of the experience. If you have any questions, reach out to OVA for guidance!