

Prices per week (RMB); for a 3 week stay; valid until Dec. 2012	Locations			Service Options					Beijing Upgrades	
	Beijing	Tianjin	Chengde	Airport Pick Up	Survival Kit Standard	Survival Kit Comfort	China Connect Kit	Full Immersion Kit	Beijing Safari	Discover Beijing
Standard Small Group Course	1,800	N/A	N/A	220	1,500	3,900	1,500	2,500	N/A	N/A
Intensive Small Group & Individual Course	3,600	N/A	N/A	220	1,500	3,900	1,500	2,500	500	N/A
Standard Course Small Group & Culture Classes	3,600	N/A	N/A	220	1,500	3,900	1,500	2,500	N/A	N/A
Standard Individual Course	3,600	3,600	3,600	220	1,500	3,900	1,500	2,500	500	1,620
Intensive Individual Course	5,400	5,400	5,400	220	1,500	3,900	1,500	2,500	500	1,620
Standard Individual Course & Culture Classes	5,400	5,400	5,400	220	1,500	3,900	1,500	2,500	500	1,620

Prices for Service Options are fixed and if chosen only payable once per course, independently of length of stay. Beijing Upgrades and Course prices in the 3 locations as above are per week and are for a standard 3 week stay. For shorter/longer stays discounts apply as below. Beijing Upgrades can be chosen for a maximum of 2 weeks.

Duration	One Week	Two Weeks	Three Weeks	Four Weeks	5 - 11 Weeks	12 Weeks and more
Total Discount	Add 15%	Add 10%	Standard	Minus 5%	Minus 2%/wk (7%-19%)	Minus 20%

Pricing Example: 1) A four week Standard Small Group Course: 4 (number of weeks) X 1800 (weekly price) X 0.95 (5% Four Weeks discount) = 6.840RMB
 2) A two week Standard Individual Course: 2 (number of weeks) X 3600 (weekly price) X 1.1 (10% Two Weeks Additional Fee) = 7.920RMB

Accommodation

RMB prices 2012 per week	Staying 1 - 4 wks, per week	Staying 5-12wks, per week	Staying >12wks, per week
Home Stay Only	1,500	1,400	1,300
Home Stay Half Board	1,750	1,650	1,550
Home Stay Full Board	2,000	1,900	1,800
Shared Apartment	1,400	1,250	1,200
Shared Apartment Half Board	1,750	1,650	1,550
Dormitory Shared Room	595	560	540
Dormitory Small Single Room (no desk)	770	700	665
Dormitory Large Single Room (incl. desk)	1,190	1,120	1,050

Starting Dates

Levels A1, A2 & B1	Levels A1, A2 & B1	All Levels
2011 Group	2012 Group	Individual (10h/wk 1on1)
Aug. 1 st , Sep. 19 th , Nov. 7 th , Dec. 5 th	Jan. 2 nd , Feb. 13 th , March 5 th , April 2 nd , May 7 th , June 18 th , July 9 th , Aug. 6 th Sep 3 rd , Oct. 1 st , Nov. 5 th , Dec. 3 rd	every day all year