

**School Photographic Services Fact Sheet:  
Lifetouch National School Studios, Inc., Contract # LNS 32-11smc  
Serving Elementary, Middle & High Schools**

<b>Contractor</b>	<b>Lifetouch National School Studios, Incorporated</b> 13854-A Park Center Road, Herndon VA 20171 800-547-3936 FAX 804-262-3912
<b>Contact Information</b>	<u><b>Contacts</b></u>  Mr. Steve Hipps, District Manager Cell: 301-717-2021 Parents Call: 866-587-1081 <a href="mailto:shipps@lifetouch.com">shipps@lifetouch.com</a>  Mr. Doug Halterman, Sales Rep. Cell: 703-944-3496 Parents Call: 866-587-1081 <a href="mailto:dhalterman@lifetouch.com">dhalterman@lifetouch.com</a>
<b>Pricing, commission, complimentary items:</b>	See contract
<b>Contract Term:</b>	March 5, 2015 – March 4, 2016 – no remaining renewals
<b>Principal's Choice:</b>	Renewal occurs during January & February of each year, select from the four awarded Contractors, complete the attached one-page form, and return a copy to Procurement for the contract file. Contractors may only contact schools during January and February to solicit business for the following school year; Principals/School authorized personnel may contact Contractors outside of this sixty-day period to select for the next school year, if they prefer.
<b>Contract Deliverables:</b>	<ul style="list-style-type: none"> <li>• All students &amp; staff photographed for yearbook/file photo purposes regardless of order</li> <li>• Delivery usually within three weeks, at most 30 days</li> <li>• 100% Satisfaction Guarantee Portrait Promise ensures retake or complete refund</li> <li>• Full accounting of sales and commission provided via spreadsheet</li> <li>• Staff members and two (2) volunteers receive complimentary picture</li> </ul>
<b>Elementary Schools</b>	<ul style="list-style-type: none"> <li>• 2 Photographers per session</li> <li>• 2 ImageStream CD's provided</li> <li>• 2 sticky-back photos, every student, for files</li> </ul>
<b>Middle Schools</b>	<ul style="list-style-type: none"> <li>• 2-4 Photographers per session</li> <li>• Up to 3 candid photo days, or on as-needed basis based on scheduled/requested dates</li> <li>• 2 ImageStream CD's provided</li> <li>• 2 sticky-back photos, every student, for files</li> <li>• 1 color ID card for each student and staff member</li> </ul>
<b>High Schools</b>	<ul style="list-style-type: none"> <li>• PhotoTracker II senior portrait management website, to assist yearbook staff</li> <li>• Basic retouching included for Sr. Portraits with premium retouching offered as upgrade</li> <li>• Up to 2 candid photo days and 3 days to photograph underclassmen</li> <li>• Senior proofs to arrive w/in 10 days from date of session; portrait packages w/in 4 weeks of purchase</li> <li>• Underclassmen, sports, prom and dance portraits to school, labeled, w/in 3 weeks</li> <li>• Student ID cards provided before, on or after Portrait Day, w/CD-ROM to print new/replacements</li> </ul>
<b>School/Principal Responsibilities:</b>	<ul style="list-style-type: none"> <li>• Provide any applicable dress codes to Contractor</li> <li>• Provide any school-desired limitation to number of students in Middle School "Buddy Photos"</li> <li>• Meet with Contractor to discuss and verify scheduling for all photo sessions, special events, club photos, sports photos, or any other requirements</li> <li>• Complete the attached form and return it to Procurement to verify what Contractors are used each school year; you should not have to sign any other agreements, but if you are asked to, those agreements must reference Contract# LNS 32-11smc as the ruling document and can be reviewed by Procurement at your request</li> <li>• Contact Procurement with any additions made to the contract, to add via official contract modification so that all schools are aware of new options</li> <li>• Contact Procurement in writing to report any serious violations or breach of contract, or if any contract interpretation/clarification is needed</li> </ul>

**School Photographic Services Annual Sign-Up Sheet**

**(To be completed & sent to Procurement Division prior to school year)**

Principal(s) will send this completed form to the Procurement Division each spring when contracting for the following school year. Principals or their designees may schedule photo sessions and customize them as required to best meet the needs of that particular Fauquier County Public School. However, Principals or their designees will share any substantial changes to the contract pricing or options with the Procurement Division for addition via modification, to keep all other schools within the district informed of their contract options.

Principals are not required to sign any additional contracts or agreements other than as noted below.

<b>School Name:</b>	
<b>Principal/Key Contact for Photographic Services:</b>	

**Select one contractor from the list below, applicable to your school level:**

<b>School Year:</b> _____	<input type="checkbox"/> Strawbridge Studios, Contract# SS 32-11smc <input type="checkbox"/> Wing IT Photo Arts, Contract# WI 32-11smc <input type="checkbox"/> Lifetouch National School Studios, Contract # LNS 32-11smc <input type="checkbox"/> Victor O'Neill Studios, Contract # VOS 32-11smc
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Contractors may submit quote sheets or schedules to Principals or their appointed designees, but the Contractor may not require Principals to sign any additional contracts or agreements, other than those acknowledging the upcoming school year schedule, sessions or specific school requirements under the existing contracts; any schedule, session or specific requirement documents requiring Principal's signatures must reference the Contractor's official FCPS contract number.

Substantial changes to consider adding to the existing contract via modification (note here or, provide an attachment):


**Keep original, send copy of this form to S. Monaco, CPPB, Procurement Division, via e-mail ([susan.monaco@fauquiercounty.gov](mailto:susan.monaco@fauquiercounty.gov)), fax (FAX 540-422-8355) or courier**

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS**

**PROCUREMENT DIVISION**

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: (540) 422-8348

Fax: (540) 422-8355

[susan.monaco@fauquiercounty.gov](mailto:susan.monaco@fauquiercounty.gov)

March 4, 2015

Lifetouch National School Studios  
Attn: Mr. Steve Hipps, District Manager  
4200 Lafayette Drive, Suite L  
Chantilly, VA 20151

RE: Contract # LNS 32-11smc, School Photographic Services

Dear Mr. Hipps:

Fauquier County Government and Public Schools wishes to exercise its option to renew the above referenced contract for the final one year period; the period of the renewal will be from **March 5, 2015 through March 4, 2016.**

It is understood and agreed that all terms, conditions, modifications and prices remain the same during the contract renewal period.

If this renewal is agreeable with your firm, please sign this letter in the space provided below and return it to this office within three (3) days. A fully executed copy will be returned to you.

Thank you for your continuing service to Fauquier County Government and Public Schools.

Sincerely,

Susan R. Monaco, CPPO, CPPB  
Procurement Manager

Lifetouch National School Studios

By: Steve M. Hipps

Title: District Manager

Date: 3/12/15

Fauquier County Gov't/Public Schools

By: Susan R. Monaco  
Susan R. Monaco, CPPO, CPPB

Title: Procurement Manager

Date: 3/16/2015

**FAUQUIER COUNTY SCHOOL BOARD,**  
**a political subdivision of the Commonwealth of Virginia**  
Contract # LNS 32-11smc, Photographic Services

This Agreement is made and entered into this 4<sup>th</sup> day of March 2011, by the Fauquier County School Board, a political subdivision of the Commonwealth of Virginia (hereinafter referred to as "Owner") and, **Lifetouch National School Studios**, located at **4200 Lafayette Drive, Suite L, Chantilly, VA 20151**, hereinafter referred to as "Contractor".

**WITNESSETH** that the Contractor and the Owner, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**SCOPE OF SERVICES:** The Contractor shall provide Photographic Services for Fauquier County Elementary, Middle and High Schools as set forth in the Contract Documents.

**COMPENSATION:** The Owner will pay and the Contractor will accept in full consideration for the performance during the contract term, the fees attached hereto.

**CONTRACT PERIOD:** March 4, 2011 through March 4, 2014, with two (2) additional one-year renewal terms as mutually agreed upon by both parties. Contractor may only solicit annual renewals with each school during the sixty-day period prior to March, in January and February, unless approached directly by any given school.

The contract documents shall consist of and are listed in order of priority:

- (1) This signed form;
- (2) RFP# 32-11sm, dated December 17, 2010;
- (3) The Contractor's two (2) page e-mail response dated February 28, 2011 inclusive of Sr. Portrait a-la-carte pricing, two (2) page Complimentary/Incentive Item listing and one-page RV PIE form in response to final e-mail clarification dated February 25, 2011; Contractor's four (4) page Interview Agenda answers and clarification provided February 18, 2011 inclusive of Buddy Portrait pricing and PhotoTracker information; and Contractor's proposal dated January 26, 2011, all of which documents are incorporated herein.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

Lifetouch National School Studios

By: *Steve M. Hayes*

Title: DISTRICT MANAGER

Date: 3/14/11

Fauquier County School Board, a political  
subdivision of the Commonwealth of Virginia

By: *Susan Monaco*  
Susan R. Monaco, CPPB

Title: Procurement Manager

Date: 3/14/11

## 4.2.4 Pricing Schedule(s)

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS**  
RFP# 32-11sm, Photographic Services for Schools  
**PROPOSAL PRICING SCHEDULE**

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**ELEMENTARY SCHOOL FALL AND SPRING PORTRAITS**

<u>Packages</u>	<u>Prices</u>	<u>Packages</u>	<u>Prices</u>
Package A: 2 - 3" x 5" Desk Size 8 - 1.5" x 2.5" Exchange	<u>\$13.00</u>	Package E: 2 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 7 - 2" x 3" Wallet 16 - 1.5" x 2.5" Exchange	<u>\$39.00</u>
Package B: 1 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 2 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u>\$19.00</u>	Package F: 1 - 10" x 13" Portrait 1 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 7 - 2" x 3" Wallet 16 - 1.5" x 2.5" Exchange	<u>\$48.00</u>
2 - 5" x 7" Portrait		Package C: Package G: 16 - 1.5" x 2.5" Exchange	<u>\$10.00</u>
2 - 3" x 5" Desk Size 4 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u>\$23.00</u>	Package H (add-on to other packages only): 1 - 8" x 10" Portrait	<u>\$10.00</u>
Package D: 1 - 8" x 10" Portrait		<b>Retouching Charge: \$8.00</b>	
2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 4 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u>\$30.00</u>		
Commission % per package:	<u>50 %</u>		

Flat fee per package, for spring speculation photo event: \$43.00 or \$13.00/Sheet

**Please note that all submitted prices must include commissions; commission percentage to be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.**

FCPS: We appreciate the variety of packages you offered and the generous commission structure; however as noted in the interview, we are also interested in a smaller package that is more affordably priced, understanding that you may adjust the commission for that special affordable package. Can you provide this to us to consider adding to the package and commission structures already proposed for each school level?

Lifetouch Response, 2/28/2011: We would recommend dropping the entry level package from 13.00 to 9.75 with the school receiving a 25% commission on that package. That package would include 2 – 3x5 portraits as well as 8 wallet exchanges.

**ALTERNATIVE ELEMENTARY SCHOOL FALL PORTRAITS PACKAGING & PRICING**

*50% COMMISSION TO SCHOOLS*

Package A	Package B	Package C	Package D	Package E	Package F
3-8x10 2-5x7 4-3x5 8-2x3  8-Exchanges 1-Portrait CD	2-8x10 2-5x7 4-3x5 8-2x3  8-Exchanges	1-8x10 2-5x7 2-3x5 8-2x3  8-Exchanges	1-5x7 2-3x5 6-2x3 13- Exchanges	1-5x7 2-3x5 4-2x3  9-Exchanges	2-3x5   4-Exchanges
<b>\$ 48.00</b>	<b>\$ 39.00</b>	<b>\$ 32.00</b>	<b>\$ 25.00</b>	<b>\$ 19.00</b>	<b>\$ 12.00</b>

**DETAILED ELEMENTARY SCHOOL SPRING PORTRAITS PACKAGING & PRICING**

*\$3.00 / Student Photographed Commission to Schools*

**This Program include Groups for the Elementary Schools**

Package A	Package B
1 – 8 x10	1 – 8 x10
2 – 5x7	2 – 5x7
1 – Occasion Card	9 – 2 x3
9 – 2 x3	1 – Laminate <b>OR</b> 1 - Magnet
1 – Laminate <b>OR</b> 1 - Magnet	
<b>Proposed Price</b> <b><u>\$43.00</u></b>	<b>Proposed Price</b> <b><u>\$43.00</u></b>

**OPTIONS BELOW CAN BE PURCHASED SEPERATELY**

Option 1:	Option 2:	Option 3:	Option 4:
1 – 8 x 10	1 – 5 x 7	9 – 2 x 3	1 – Laminate OR Magnet
<b>Proposed Price</b> <b><u>\$13.00</u></b>	<b>Proposed Price</b> <b><u>\$13.00</u></b>	<b>Proposed Price</b> <b><u>\$13.00</u></b>	<b>Proposed Price</b> <b><u>\$13.00</u></b>

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS**  
RFP# 32-11sm, Photographic Services for Schools  
**PROPOSAL PRICING SCHEDULE**

**MIDDLE SCHOOL FALL AND SPRING PORTRAITS**

<u>Packages</u>	<u>Prices</u>	<u>Packages</u>	<u>Prices</u>
Package A: 2 - 3" x 5" Desk Size 8 - 1.5" x 2.5" Exchange	<u>\$13.00</u>	Package E: 2 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 7 - 2" x 3" Wallet 16 - 1.5" x 2.5" Exchange	<u>\$39.00</u>
Package B: 1 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 2 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u>\$19.00</u>	Package F: 1 - 10" x 13" Portrait 1 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 7 - 2" x 3" Wallet 16 - 1.5" x 2.5" Exchange	<u>\$48.00</u>
Package C: 2 - 5" x 7" Portrait  2 - 3" x 5" Desk Size 4 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u>\$23.00</u>	Package G: 16 - 1.5" x 2.5" Exchange	<u>\$10.00</u>
Package D: 1 - 8" x 10" Portrait  2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 4 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u>\$30.00</u>	Package H (add-on to other packages only): 1 - 8" x 10" Portrait	<u>\$10.00</u>
Commission % per package:	<u>50 %</u>	<b>Retouching Charge:</b>	<u>\$ 8.00</u>

Flat fee per package, for spring speculation photo event: \$43.00 or \$13.00/Sheet

**Please note that all submitted prices must include commissions; commission percentage to be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.**

FCPS: We appreciate the variety of packages you offered and the generous commission structure; however as noted in the interview, we are also interested in a smaller package that is more affordably priced, understanding that you may adjust the commission for that special affordable package. Can you provide this to us to consider adding to the package and commission structures already proposed for each school level?

Lifetouch Response, 2/28/2011: We would recommend dropping the entry level package from 13.00 to 9.75 with the school receiving a 25% commission on that package. That package would include 2 – 3x5 portraits as well as 8 wallet exchanges.

## ALTERNATIVE MIDDLE SCHOOL FALL PORTRAITS PACKAGING & PRICING

*50% COMMISSION TO SCHOOLS*

Package A	Package B	Package C	Package D	Package E	Package F
3-8x10 2-5x7 4-3x5 8-2x3	2-8x10 2-5x7 4-3x5 8-2x3	1-8x10 2-5x7 2-3x5 8-2x3	1-5x7 2-3x5 6-2x3 13- Exchanges	1-5x7 2-3x5 4-2x3	2-3x5
8-Exchanges 1-Portrait CD	8-Exchanges	8-Exchanges		9-Exchanges	4-Exchanges
<b>\$ 48.00</b>	<b>\$ 39.00</b>	<b>\$ 32.00</b>	<b>\$ 25.00</b>	<b>\$ 19.00</b>	<b>\$ 12.00</b>

## DETAILED MIDDLE SCHOOL SPRING PORTRAITS PACKAGING & PRICING

*\$2.50 / Student Photographed Commission to Schools*

Package A	Package B
1 – 8 x10	1 – 8 x10
2 – 5x7	2 – 5x7
1 – Occasion Card	9 – 2 x3
9 – 2 x3	1 – Laminate OR 1 - Magnet
1 – Laminate OR 1 - Magnet	
<b>Proposed Price</b> <b><u>\$43.00</u></b>	<b>Proposed Price</b> <b><u>\$43.00</u></b>

**OPTIONS BELOW CAN BE PURCHASED SEPERATELY**

Option 1:	Option 2:	Option 3:	Option 4:
1 – 8 x 10	1 – 5 x 7	9 – 2 x 3	1 – Laminate OR Magnet
<b>Proposed Price</b> <b><u>\$13.00</u></b>	<b>Proposed Price</b> <b><u>\$13.00</u></b>	<b>Proposed Price</b> <b><u>\$13.00</u></b>	<b>Proposed Price</b> <b><u>\$13.00</u></b>



## ALTERNATIVE SPECIAL EVENT ELEMENTARY & MIDDLE SCHOOL PRICING

FCPS: Please provide pricing for the “special event” photo we discussed in the interview; one 5 X 7 photo, for example, of an 8<sup>th</sup> grade “graduate” coming off the stage, or a 5<sup>th</sup> grader doing the same on moving-up day. Pricing should be two-fold; commission based if sold to interested students/parents AND no commission, for the school to consider purchasing as a gift to those students. If any of the packages previously outlined for parents to buy, would be applicable to a “special event” session, just indicate such in your response or use that same format for pricing if desired.

Lifetouch Response, 2/28/2011: For the scenario where we would sell the packages to the parent please refer to the “crossing the stage” pricing in the High School section with a 20% commission back to the school. In order to offer this service to parents on a prepay basis we would have to group the offerings as packages and not ala carte items.

For the scenario where schools may want to provide this as a “gift” to the departing class members we could price this a couple of ways.

Any school doing a fall program, spring program, and yearbook with us would receive a complimentary 5x7 portrait of each departing class member.

Schools doing less than the three programs mentioned would be charged a \$1.00 per student photographed to help offset our photography and printing costs. In this scenario if 125 students were photographed the cost to the school would be \$125.00. This price is well below our normal operating expenses and would be viewed as an opportunity to partner with the schools in providing this service to your parents.

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS**  
**RFP# 32-11sm, Photographic Services for Schools**  
**PROPOSAL PRICING SCHEDULE**

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**HIGH SCHOOL UNDERCLASSMEN FALL PORTRAITS**

<u><b>Packages</b></u>	<u><b>Prices</b></u>	<u><b>Packages</b></u>	<u><b>Prices</b></u>
Package A: 2 - 3" x 5" Desk Size 8 - 1.5" x 2.5" Exchange	<u><b>\$13.00</b></u>	Package E: 2 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 7 - 2" x 3" Wallet 16 - 1.5" x 2.5" Exchange	<u><b>\$39.00</b></u>
Package B: 1 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 2 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u><b>\$19.00</b></u>	Package F: 1 - 10" x 13" Portrait 1 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 7 - 2" x 3" Wallet 16 - 1.5" x 2.5" Exchange	<u><b>\$48.00</b></u>
Package C: 2 - 5" x 7" Portrait  2 - 3" x 5" Desk Size 4 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u><b>\$23.00</b></u>	Package G: 16 - 1.5" x 2.5" Exchange	<u><b>\$10.00</b></u>
Package D: 1 - 8" x 10" Portrait 2 - 5" x 7" Portrait 2 - 3" x 5" Desk Size 4 - 2" x 3" Wallet 8 - 1.5" x 2.5" Exchange	<u><b>\$30.00</b></u>	Package H (add-on to other packages only): 1 - 8" x 10" Portrait	<u><b>\$10.00</b></u>
Commission % per package:	<u><b>50 %</b></u>	<b>Retouching Charge:</b>	<u><b>\$8.00</b></u>

**Please note that all submitted prices must include commissions; commission percentage to be submitted to the Owner school where the photo session took place, including a full summary and accounting of the event.**

FCPS: We appreciate the variety of packages you offered and the generous commission structure; however as noted in the interview, we are also interested in a smaller package that is more affordably priced, understanding that you may adjust the commission for that special affordable package. Can you provide this to us to consider adding to the package and commission structures already proposed for each school level?

Lifetouch Response, 2/28/2011: We would recommend dropping the entry level package from 13.00 to 9.75 with the school receiving a 25% commission on that package. That package would include 2 – 3x5 portraits as well as 8 wallet exchanges.

## ALTERNATIVE HIGH SCHOOL FALL PROGRAM PACKAGING & PRICING

### *50% COMMISSION TO SCHOOLS*

Package A	Package B	Package C	Package D	Package E	Package F
3-8x10 2-5x7 4-3x5 8-2x3  8-Exchanges 1-Portrait CD	2-8x10 2-5x7 4-3x5 8-2x3  8-Exchanges	1-8x10 2-5x7 2-3x5 8-2x3  8-Exchanges	1-5x7 2-3x5 6-2x3 13- Exchanges	1-5x7 2-3x5 4-2x3  9-Exchanges	2-3x5   4-Exchanges
<b>\$ 48.00</b>	<b>\$ 39.00</b>	<b>\$ 32.00</b>	<b>\$ 25.00</b>	<b>\$ 19.00</b>	<b>\$ 12.00</b>

*All Additional High School Pricing and Commissions are listed on the following pages.*

## HIGH SCHOOL SENIOR PHOTOS

**20% COMMISSION TO SCHOOLS**

**NO SENIOR SITTING FEES**

Description	Price	Description	Price
<b>CAMPUS</b> 4-3x5 24-2x3	<b><u>\$79.00</u></b>	<b>UNIVERSITY</b> 2-5x7 4-3x5 32-2x3 Wallet Box*	<b><u>\$129.00</u></b>
<b>AMBASSADOR</b> 1-8x10 2-5x7 4-3x5 40-2x3 Wallet Box* Wallet Album*	<b><u>\$189.00</u></b>	<b>GOLD</b> 2-8x10 4-5x7 4-3x5 48-2x3 Wallet Box* Wallet Album* Personalized Wallets	<b><u>\$239.00</u></b>
<b>SIGNATURE</b> 3-8x10 6-5x7 4-3x5 64-2x3 Wallet Box* Wallet Album* Personalized Wallets Proofs & Folio*	<b><u>\$299.00</u></b>	<b>SENIOR SPECIAL</b> 1-11x14 -or- 16x20 4-8x10 8-5x7 4-3x5 80-2x3 Wallet Box* Wallet Album* Personalized Wallets Proofs & Folio* Senior Pix CD* Wallet Frame	<b><u>\$319.00</u></b>
<b>REGAL</b> 1-11x14 -or- 16x20 4-8x10 8-5x7 4-3x5 104-2x3 Wallet Box* Wallet Album* Personalized Wallets Proofs & Folio* Senior Pix CD* Wallet Frame Senior Frame	<b><u>\$349.00</u></b>	<b>PERFECT PACKAGE</b>  <i>Seniors can also choose from a                      "Build Your Perfect Package"</i>  <i>This allows them to mix and                      match all our various products                      and portrait sizes with a points                      system!</i>	<b><u>\$479.00</u></b>



## HIGH SCHOOL DANCE PHOTOS

**20% COMMISSION TO SCHOOLS**

### **PROM PRICING**

<b>PACKAGE A</b>	<b>PACKAGE B</b>	<b>PACKAGE C</b>	<b>PACKAGE D</b>
2 – 8x10	2 – 8x10	2 – 5x7	4 – 3x5
2 – 5x7	16 – 2x3	2 – 3x5	
2 – 3x5	8 – 2x3		
12 – 2x3			
<b>\$45.00</b>	<b>\$40.00</b>	<b>\$30.00</b>	<b>\$15.00</b>

### **SMALL DANCE PRICING**

<b>PACKAGE A</b>	<b>PACKAGE B</b>	<b>PACKAGE C</b>	<b>PACKAGE D</b>	<b>PACKAGE E</b>
2 – 8x10	2 – 5x7	2 – 3x5	8 – 2x3	1 – 5x7
2 – 5x7	4 – 3x5	8 – 2x3		4 – 2x3
4 – 3x5	8 – 2x3			
8 – 2x3				
<b>\$35.00</b>	<b>\$25.00</b>	<b>\$15.00</b>	<b>\$10.00</b>	<b>\$10.00</b>

*For mail home option there is an additional charge of \$4.00 added for shipping and handling.*

## HIGH SCHOOL SPORTS PHOTOS

**20% COMMISSION TO SCHOOLS**

<b>PACKAGE A</b>	<b>PACKAGE B</b>	<b>PACKAGE C</b>	<b>PACKAGE D</b>
1 – 8x10 SportsMate	2 – 5x7	1 – 8x10 SportsMate	1 – 8x10 SportsMate
2 – 5x7	2 – 3x5	2 – 3x5	
4 – 3x5	8 – 2x3		
8 – 2x3	1 – 8x10 Border Group		
<b>\$45.00</b>	<b>\$35.00</b>	<b>\$23.00</b>	<b>\$15.00</b>
<b>PACKAGE E</b>	<b>PACKAGE F</b>	<b>OPTION 1</b>	<b>OPTION 2</b>
2 – 5x7	1 – 8x10 Border Group	2 – Photo Buttons	8 – 2x3
4 – 2x3			
<b>\$15.00</b>	<b>\$13.00</b>	<b>\$11.00</b>	<b>\$9.00</b>

## SENIOR GRADUATION PHOTOS

**20% COMMISSION TO SCHOOLS**

<b>PACKAGE A</b>	<b>PACKAGE B</b>	<b>PACKAGE C</b>	<b>PACKAGE D</b>	<b>PACKAGE E</b>
3 – 8x10	2 – 8x10	1 – 8x10		
2 – 5x7	2 – 5x7	2 – 5x7	2 – 5x7	1 – 5x7
4 – 3x5	2 – 3x5	2 – 3x5	2 – 3x5	2 – 3x5
20 – 2x3	16 – 2x3	12 – 2x3	4 – 2x3	4 – 2x3
<b>\$49.95</b>	<b>\$39.95</b>	<b>\$29.95</b>	<b>\$19.95</b>	<b>\$15.95</b>

*Lifetouch also provide a wide variety of novelty items for graduation ceremony portraits such as: mugs, key chains, t-shirts, posters, cards, canvas portraits, collages and extra large prints.*

## PANORAMIC SENIOR CLASS PHOTO

**20% COMMISSION TO SCHOOLS**

**PACKAGE**  
**1 PANORAMIC GROUP PICTURE**  
**\$17.00**

# **FAUQUIER COUNTY DISTRICT AND SCHOOL INCENTIVES**

## **District Level Incentives**

- Lifetouch will provide photography for any Principal and Teacher Awards at the district level complimentary. Each recipient will receive a large portrait package of any photos taken.
- Lifetouch would also photograph any student award ceremony at the district level free of charge as well. Any student receiving an award would also receive a large portrait package commemorating the event.

## **Elementary School Services**

- Each elementary school will receive one (1) motivational banner per year.
- Each elementary school will receive one (1) Montage Poster per year.
- Each elementary school will receive five (5) complimentary portrait vouchers valued at 30.00 each (150.00 per school) for deserving families. Schools will decide on distribution of vouchers.
- All schools will receive complimentary partners in education products from Lifetouch. Most items have a total enrollment limit on them and the number of items allowed to be selected is determined by the number of portrait programs a school does with Lifetouch. Please see the attached excel chart for further reference.
- Two (2) complimentary candid visits for school events.
- Complimentary Digital Camera for yearbook candid coverage.

## **Middle School Services**

- Each middle school will receive one (1) motivational banner per year.
- Each middle school will receive one (1) Montage Poster per year.
- Each middle school will receive five (5) complimentary portrait vouchers valued at 30.00 each (150.00 per school) for deserving families. Schools will decide on distribution of vouchers.
- All schools will receive complimentary partners in education products from Lifetouch. Most items have a total enrollment limit on them and the number of items allowed to be selected is determined by the number of portrait programs a school does with Lifetouch. Please see the attached excel chart for further reference.
- Two (2) complimentary candid visits for school events.
- Complimentary Digital Camera for yearbook candid coverage.

## **High School Services**

- Each high school will receive one (1) motivational banner per year.
- Each high school will receive one (1) Montage Poster per year.
- Each high school will receive five (5) complimentary portrait vouchers valued at 30.00 each (150.00 per school) for deserving families. Schools will decide on distribution of vouchers.
- All schools will receive complimentary partners in education products from Lifetouch. Most items have a total enrollment limit on them and the number of items allowed to be selected is determined by the number of portrait programs a school does with Lifetouch. Please see the attached excel chart for further reference.
- Up to ten (10) complimentary candid visits for school events. This is historically the number of visits high schools require throughout the year. Some schools use less while others use more so we would be willing to consider each schools individuals.
- Complimentary SLR Digital Camera for yearbook candid coverage.