

## Speaking Related Income

The definition of speaking income or speaking related income is as follows:

Speaking-related income includes any payment for keynote or breakout presenting, training or facilitation. It does not include consulting or one-on-one coaching though group coaching can be included. Income generated as the result of a speaking event can be included in the \$50,000 membership criteria threshold providing the product or service is sold at a speaking event and paid for within 7 days of that event.

For professionals who speak or train in a salaried role, qualification for membership can be attained if the proportion of their employed role dedicated to speaking-related activity equates to more than \$50,000pa as a proportion of their salary. For example, if speaking or training is 70% of your salaried role and you earn \$90,000pa, then the proportion of your income derived from speaking-related activity would be \$63,000 thus qualifying you for PSA membership.