



## What to Charge: Pricing Strategies for Freelancers and Consultants

By Laurie Lewis

Outskirts Press, United States, 2011. Paperback. Book Condition: New. 224 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Everything you need to know about freelance fees! Do your palms get sweaty when a prospective client asks, How much do you want for this project? Learn the techniques presented in What to Charge: Pricing Strategies for Freelancers and Consultants and you ll never panic again! What to Charge takes you through the processes of setting rates, assessing fees dictated by clients, and evaluating your pricing experiences. You ll learn how to dig for information before quoting a fee. You ll examine the pros and cons of different pricing methods, such as hourly rates, project fees, and retainers. You ll discover the only two rules of pricing and why following them will guarantee you pricing success. You ll find out how to keep records that will enable you to maximize your profits on future projects. And you ll see how and when to analyze your income retroactively and to raise your rates with little effort. With self-employment being the hottest job trend, What to Charge is essential reading and a must-have reference for all entrepreneurs. No other...



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