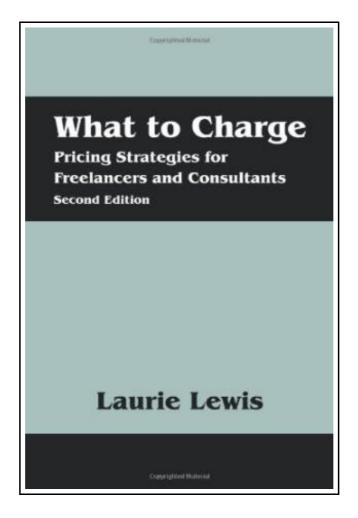
What to Charge: Pricing Strategies for Freelancers and Consultants



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Reviews

Basically no words to clarify. Of course, it is perform, still an amazing and interesting literature. Its been printed in an exceptionally basic way which is only soon after i finished reading through this ebook where actually altered me, change the way i really believe.

(Newton Runolfsson)

WHAT TO CHARGE: PRICING STRATEGIES FOR FREELANCERS AND CONSULTANTS



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 Il 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 book provides the detailed guidance of this volume, which is now in its second edition. Here s what readers of What to Charge: Pricing Strategies for Freelancers and Consultants have said: I wish I had this book when I began freelancing. You ve taken the guesswork out of pricing! This is the most logical, practical approach to pricing-and business management u2014for the self-employed that I have ever seen. I ve had my own business for years, and I thought I knew it all. But What to Charge gave me new insights and new approaches. As soon as I implemented one...



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