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MODULE 10 WORKSHEET

CHARGING WHAT YOU'RE WORTH

Procurement Questions

What percentage of your income do you receive from product sales?

What is your profit margin TODAY on your product markups? Refer to slide 26 as needed, and remember that you should always be in the 35% to 45% area for profit margins (that's at least a 54% markup). Otherwise, it just isn't worth it.

As more and more clients shop us, would moving to a procurement fee model work for you? Why or why not?

Would you be willing to charge a larger markup on some products like furniture, and less on accessories, fabrics, etc.?

Using the Fee Calculator worksheet, determine what your overall price structure would be to charge what you're worth AND to use a procurement model that works for YOU:

