

MODULE 10 WORKSHEET

CHARGING WHAT YOU'RE WORTH

Presenting Your Fees Checklist

- ☐ Have you educated the client on your VALUE?
- ☐ Do they really understand what they are paying for?
- ☐ Does the client understand you are the expert?
- ☐ Have you practiced a pitch to help you sell a “room complete”?
- ☐ Have you practiced a pitch to help you sell a “home complete”?
- ☐ Where and how will you present your fees/pricing?
- ☐ Are you able to present your unique selling proposition in under a minute?
- ☐ Do you have tangibles to show the prospective client?
- ☐ Are you able to showcase your skill sets and scope of work?
- ☐ Do you have a very clear pitch for how you charge and what your fees are?
- ☐ Do you know exactly what your retainer will be and how you will present that to the prospective client?
- ☐ Does the client understand your payment structure – when and how you must be paid?
- ☐ Are you clear on your procurement fees? And does the client understand that you will not order anything until you are paid for that product?
- ☐ Are you willing to negotiate at all? If so, did you “start high”?
- ☐ If you see a negative reaction, are you prepared for how you will react?
- ☐ Are you CONFIDENT in your services and the fees you have set?
- ☐ And are you accurately tracking your hours (and your team’s hours)?