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MODULE 10 WORKSHEET

CHARGING WHAT YOU'RE WORTH

Calculating Your Fees

What appeals to you about charging hourly?

Using the hourly rate calculator on Slide 9, what would you need to charge per hour for your salary AND to pay your overhead?

Do you have the experience and vision that will allow you to command that hourly rate?
YES NO MAYBE

What appeals to you about charging a flat fee?

What price per square foot would you need to charge in a flat fee structure?

What would work for you in a hybrid model?

Now that you know HOW you want to charge, do you have the confidence to present these fees to your clients?

Begin to formulate your fee proposal pitch for new clients:

