

RATE-SETTING SERVICES FOR SELF-EMPLOYED WOMEN

- **Rate setting session:** 60 minute prep session where we help you determine or revise your rates. Includes discussing setting rates by hour, retainer, or project; billing cadence; referencing market comparables, your experience, location, competitors, stage of business; the impact of location and client type; your non-negotiables; impact of tax; test & learn approach; alternative forms of payment; and ensuring you bill all hours.
 - Includes workbook for you outlining best practice structures on rate setting, notes on what we talk through and biases to be aware of. Can be used by you for years to come to evaluate rates and packages.
 - Price: \$230 per session. Please note any document review before or after these sessions is billed at our hourly rate.
- **Client-facing fee structure document:** preparation of document outlining your different fee structures in an easily digestible, persuasive format that can be shared with clients. Includes information request from you on branding colors, fonts, and current client-facing documents.
 - Price: \$275-\$370 based on complexity of rates.
- **Building your negotiation script:** 30 minute 1:1 prep session to align on your unique strengths and "hook". Following the session, we create a negotiation script for you to use both verbally and electronically with clients when discussing rates.
 - Price: \$320.
- **Consulting agreement template creation or review :** review & comment on current consulting agreement, or build from scratch new consulting agreement. Ensures you are protecting yourself from both a compensation and time perspective.
 - Price: \$185-\$465 depending on complexity of contract, and if reviewing or creating.
- **Ad hoc support:** \$185 per hour, billed in 10 minute increments.