



# NEGOTIATING FEES THAT WORK FOR YOU

## THE CAMBERYARD CHECKLIST

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Consider the following when negotiating fees for your new design business:

- Do you believe in your service offering? If not, why not, and how are you going to change this? Confidence is an important element when negotiating fees!
- Do you know the different charging options? (Are you planning on charging by the hour/day/project? If a client asks about your choice, can you explain why you made it?).
- Have you taken note of your competitors and their pricing structures?
- Have you considered your overheads?
- During a meeting, always let the client put their ideal cost forward first. You don't want to over or under charge! On that note, set yourself a bottom line price point, and don't go below it.
- Remember to formally agree payment terms, and send out invoices as soon as possible upon completion.

Remember, if you need help negotiating fees, we at Camberyard would love to hear from you.

C A M B E R Y A R D

THE DESIGNERS' ADVISOR