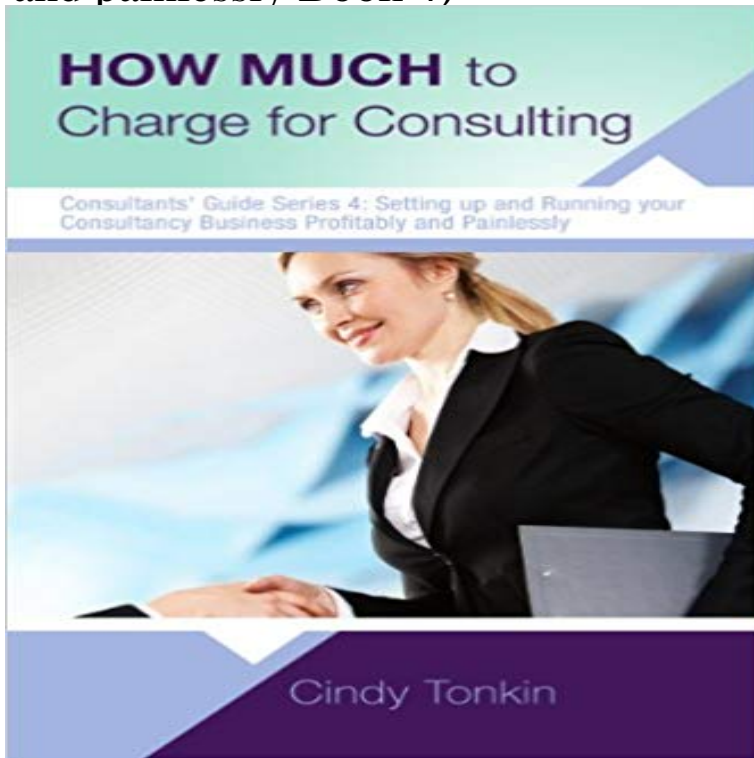


How Much to Charge for Consulting: Profitable and Painless Consulting (Consultants Guide: Setting up and running your consultancy profitably and painlessly Book 4)



There are three ways to find out what to charge: What the market is charging; What you want to charge or What you can afford to charge. This book takes you through each of those 3 options and then guides you through a series of reasoned questions and checklists to help you determine what you can really afford to charge. Then you can project where your expenses will be to work out your cashflow, when to plan price increases and when to take your holidays. Everything you need to know about how much to charge in one place! This is a 2014 rewrite of Cindy Tonkins popular Australian Consultants Guide, updated and with more stories and examples than before.

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