

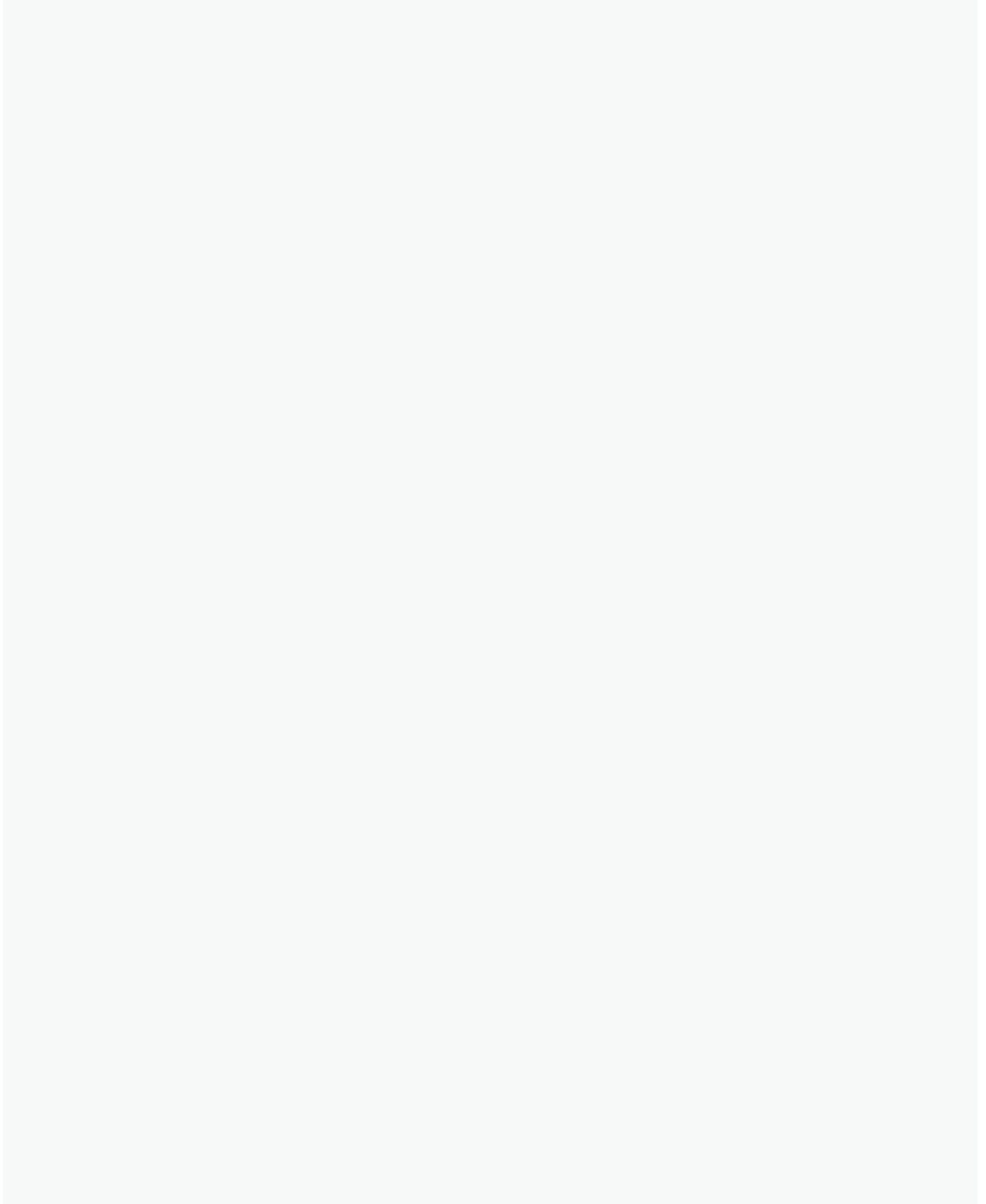
Creators Club Checklist

WEEK 8 - PRICING AND SELLING

- Identified my Selling Concerns
- Worked out my minimum daily rate
- Worked out my stretch daily rate
- Worked out my mind blowing daily rate

PRICING & SELLING

VIDEO 1 - NOTES



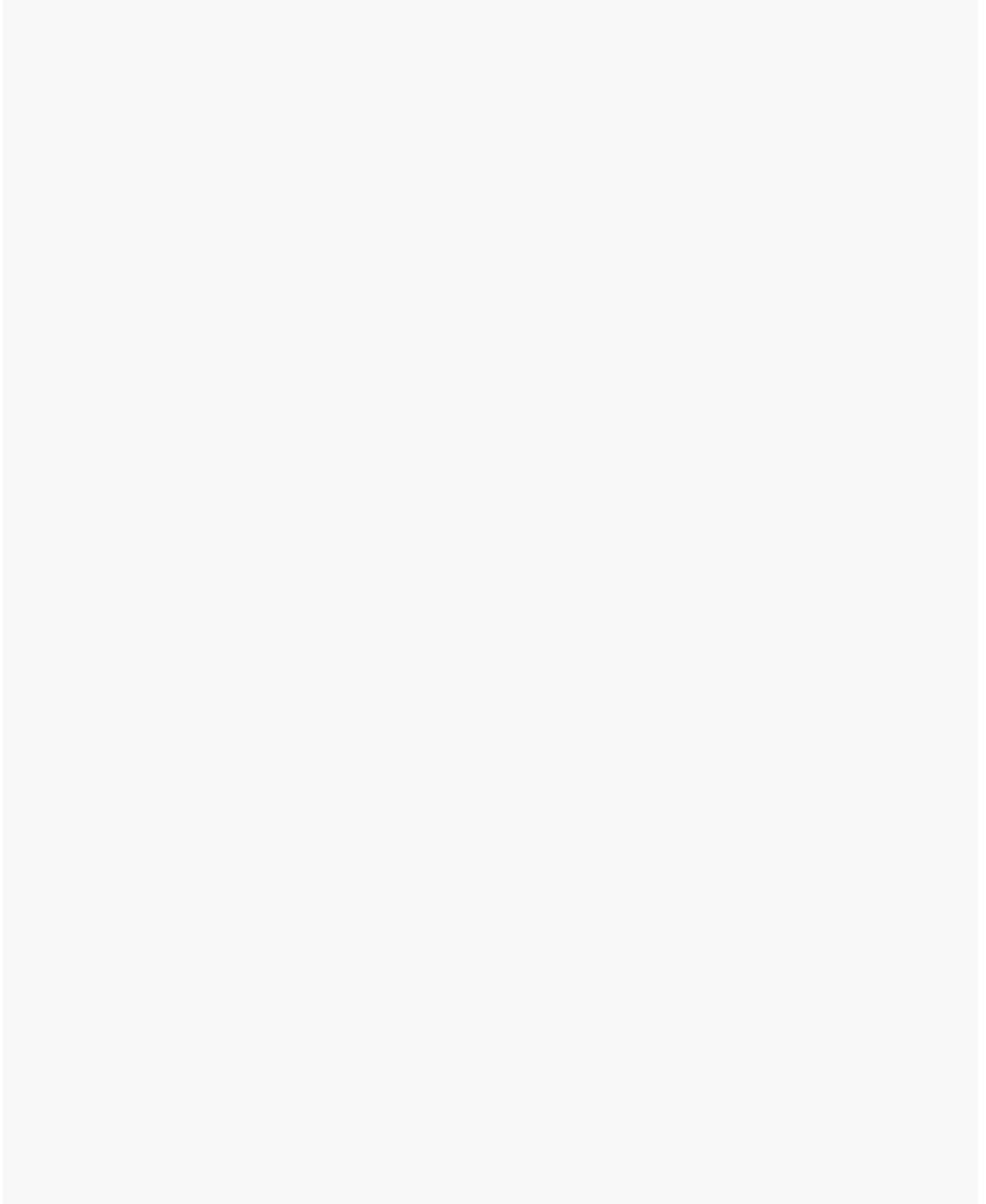
SELLING & PRICING

WHAT DOES 'SELLING' MEAN TO ME?

WRITE DOWN 5 - 10 WORDS OR PHRASES THAT COME INTO YOUR MIND WHEN YOU THINK ABOUT 'SELLING'

PRICING & SELLING

VIDEO 2 - NOTES



SELLING & PRICING

WORKING OUT MY PRICES

YR 1 TARGET INCOME

COPY IN FROM WEEK 5 NOTES

MINIMUM

STRETCH

MIND BLOWING

BILLABLE HOURS (B)

*REFER TO WORKING PRACTICES DECISIONS
FROM WEEK 2 NOTES*

WORKING HOURS PER WEEK

WORKING HOURS PER MONTH (4 WKS)

BILLABLE HOURS PER MONTH (4 WKS)

MONTHLY TARGET INCOME (A)

*DIVIDE ANNUAL TARGETS IN BOX ABOVE
BY 12*

MINIMUM

STRETCH

MIND BLOWING

DAILY RATE

*DIVIDE MONTHLY TARGETS (A) BY MONTHLY
BILLABLE HOURS (B)*

MINIMUM

STRETCH

MIND BLOWING

SELLING & PRICING

QUESTIONS FOR THE WEDNESDAY Q & A CALL

SELLING & PRICING

WEDNESDAY Q & A CALL NOTES