



Pricing Worksheet

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To fill in each of the spaces in your pricing worksheet, listen to the video explanations so you'll know how to gauge additions and subtractions.

You may stop the video between each attribute so you can take your time to make your decisions.

Print as many of these worksheets as you would like.

	Add or Subtract	Result
Basis (Starting Place)	<i>(round these numbers)</i>	\$125.
Your location	Large City = +20% Very rural area = -10%	
Your education	Medical, legal, social work degree = +25% No degree, no coursework = - 25%	
Your experience: advocate, clinician, lawyer, social worker	> 5 years = +25% 2 to 5 years = +10% to 15% < 2 years = no change	
Your credentials (certifications, licenses)	Well-papered advocacy, clinical, legal, social work = +25% No related certifications, etc = no change	
The services required / that you offer	High end guidance, saving \$10,000+ = +25% Simpler tasks = no change	
Urgency of client need	More urgent = +10% No urgency = no change	
Your reputation	Extremely well-known, respected = +25% Just starting out (not yet known) = no change	
Your Starting Hourly Rate =		