



HOW MUCH SHOULD YOU #CHARGE FOR YOUR #SERVICES?

CHARGE FOR YOUR SERVICES



Total up the amount that you **need** to earn, together with **all** your business expenses for the month

WORKING HOURS



Divide that by the number of hours that you actually work for your clients (not including reading emails etc) each month

MINIMUM HOURLY RATE



That gives you your **minimum** hourly rate

NO MORE SLEEPLESS NIGHTS!



Charge above that, up to what your client is **happy** to pay Easy!