







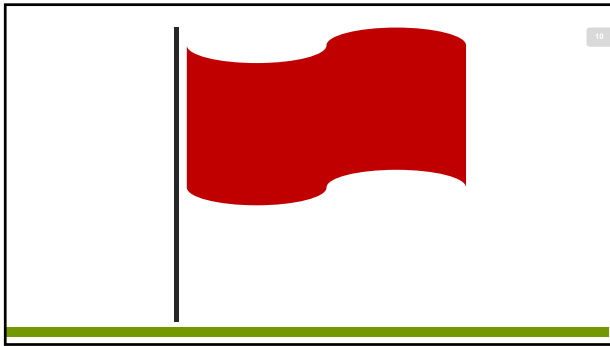
WHAT YOU WILL DISCOVER

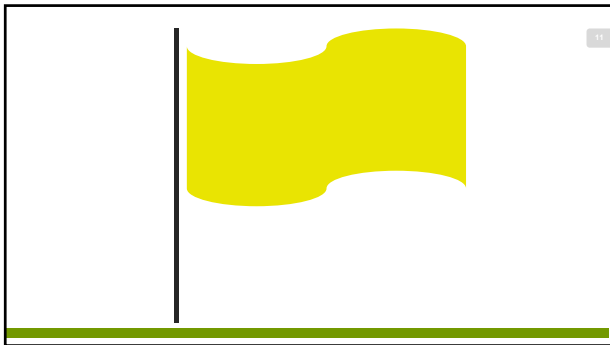
- » How to identify a legitimate RFP or contracting opportunity
- » What are the Pros and Cons of various types of fee structures
- » What steps can you take to protect yourself and ensure that you get paid in-full and on-time

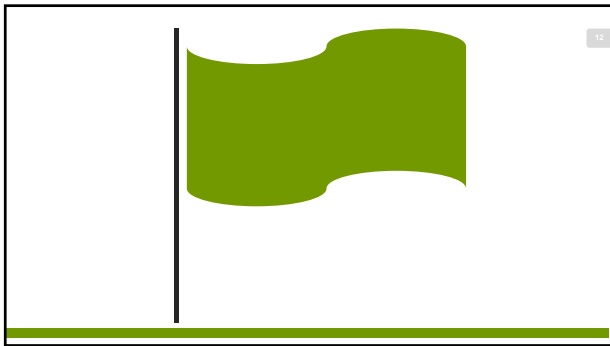
MODULE 5

Legitimate Opportunities

scams







13

Basic Questions to Get the Green Light

14



15



16

MODULE 5

SET YOUR RATES

17

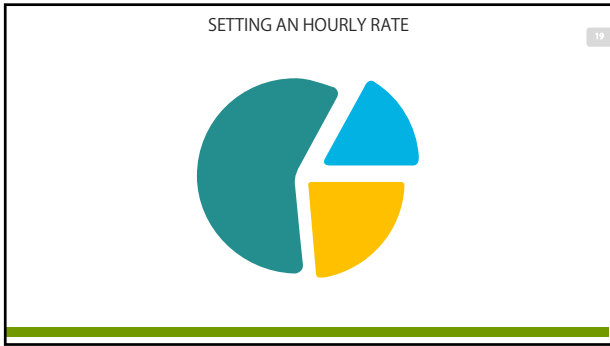
CALCULATE YOUR RATE



18

CURRENT LIFESTYLE
PERSONAL EXPENSES
BUSINESS EXPENSES

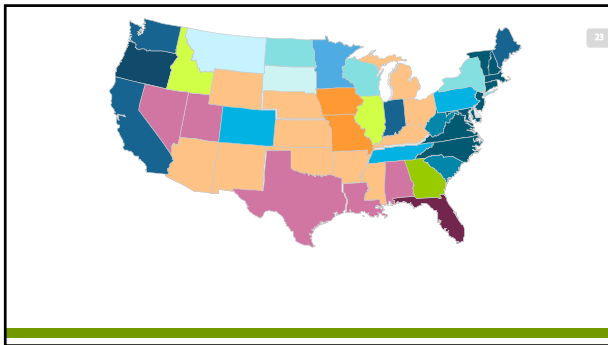
DESIRED LIFESTYLE
BILLABLE HOURS
DESIRED PROFIT











HOURLY RATE
PROJECT-BASED RATE
RETAINERS









MEETING
RESEARCH
PROPOSAL

PROCESSING

