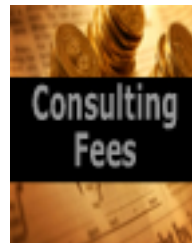


PeakStrategy

Peak Strategy

Consulting Fees & Arrangements

\$29.00



Overview

Course code	1114-F	Skill Level	Intermediate
Duration	2 hours	Delivery Type	e-learning
Format	Multi-Media	Prerequisites	None

This course usually requires 2 hours to complete. Once you receive your access information, you will have 365 days to complete this course.

This innovative self-paced online format is available from Peak Strategy University and gives you the opportunity to complete the course at your convenience, at any location, and at your own pace. The course is available 24 hours a day.

All of our products and training modules come with a 30 day, money back guarantee. If you are unsatisfied for any reason, just let us know and we will refund your purchase.

Course Outline

Charging the right fees can make or break your business. This course covers everything you need to know about consulting fee arrangements. We walk you through the types of consulting fees and revenue sharing models, how to determine the fee to charge, how to raise your fees and much more.

Module: 1 - Types of Consulting Fees

In this module you will learn about:

- **Time Method of Billing**
- **Fixed Fee Billing and When it is Used**
- **10 Qualities of a Good Retainer**
- **When Cost Plus is Used**
- **Key Questions You Need to Ask Before You Leap Into Performance Based Arrangements**

Module: 2 - Revenue Sharing

In this module you will learn about:

- Guidelines for Paying Finders Fees
- What You Should Pay a Speakers Bureau
- A Formula for Splitting Joint Work on a Project
- How You Should Approach Sub-contracting Out the Work

Module: 3 - Methods for Determining Fees

In this module you will learn about:

- **A Simple Model for Calculating Fees**
- **Cost Based Fee Determination Method**
- **7 Step Detailed Fee Calculation**
- **How to Conduct Industry Fee Research**

Module: 4 - Fee Tips and Strategies

In this module you will learn about:

- 10 Reasons Why the Client Should Choose Fixed Fee Arrangements
- How to Approach Project Expenses
- 8 Methods to Increase Fees
- 40 Quick Fee Tips

[Vendor Information](#)