



Lesson One: Do You Have a Pricing Problem? Questions for Self-Reflection

If you're using set pricing now, is it working for you?

If you are quoting individual projects, is that system effective for you?

Do you want to consider changing how you're handling your pricing now? (Set pricing vs. quoting individually)

Do you need to change how you quote your prices in response to how your prospective clients like to be quoted? (i.e., millennials wanting to receive quotes via text message)