



Value-Based Fees: How to Charge - and Get - What You're Worth (The Ultimate Consultant Series)

Alan Weiss

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Value-Based Fees shows consultants how to easily and adroitly educate clients about value determining worth and consequent investment. Unlike the contingency fees of attorneys, Weiss explains, his technique is about establishing a win-win dynamic with clients, while accommodating buyers' egos that "you get what you pay for." Filled with stories of successful consultants, sample proposals, letters of agreement, and other practical tools, *Value-Based Fees*' pragmatic advice includes:

Step-by-step guidance on how to establish value-based fees How to create the "good deal" dynamic in client relationships Sixty ways to raise fees and increase profits immediately How to prevent and rebut fee objections How to use retainers wisely How to develop fee progression strategies How to make money while you sleep, eat, and play! *Value-Based Fees* clearly explains how to charge for your value--and get--what you're worth, providing the kind of nontheoretical, pragmatic advice that will help to improve any consultant's practice immediately.

Value-Based Fees: How to Charge - and Get - What You're Worth (The Ultimate Consultant Series) Details

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Author : Alan Weiss

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From Reader Review Value-Based Fees: How to Charge - and Get - What You're Worth (The Ultimate Consultant Series) for online ebook

Jan Schultink says

A bit repetitive, and written by someone who has built his reputation already, and can charge accordingly. Still, this book changed the way I charge clients, so that's pretty high impact.

Sacha Declomesnil says

Helped me change the way I thought my own freelance practice, and the way I set-up my consulting fees.

Margot Note says

"Value is often a function of not agreeing, not being supportive, and not being a 'yes person.' How willing are you to disagree, question basic premises, and refuse impossible expectations?" (22).

"No one cares, really, about how good you are. Clients care about how good they are going to be when you're done with them" (56).

"If you can't articulate your own value, you can't very well suggest value-based fees. Look in the mirror, and practice on the toughest buyer of all. The first sale is to yourself" (74).

"It's not the buyer's job to tell you about 'needs.' In well-run organizations, there may well be no pressing issues. It's the consultant's job to demonstrate need in improving the client's condition through new and better performance" (135).

Antti Apunen says

This is one of the best books I've read on the topic. It is clear in its advice and offers encouraging examples that are easy to follow. Even for someone -with years of consulting background, Weiss offers food of thought and shows many pitfalls of common consulting practices. A must read for anyone looking means to increase their consulting profits.

Christina Murias says

Very interesting approach on pricing for services. Highly recommended if you run a service based company

Joe Nicassio says

If you want to break out of hourly fees, and get paid your worth, this book is a must read.

Morag Barrett says

When I launched SkyeTeam Value Based Fees was one of several books by Alan Weiss that I regularly referred to (and still do). I have a strong dislike of an "hourly rate" (incentivises some to work slower and therefore bill more, or penalizes those who are quick and efficient). Value based pricing has allowed me to build a successful international business and ensure that the remuneration I receive and the investment clients make reflect my experience and expertise, and the impact our solutions have for the client business.

I would (and do) recommend this book to everyone in business or considering starting a business.

Heidi says

This is bit dry, but makes a lot of sense. Though the author's arrogance and mercenary (though he would deny it) attitude is a turn-off! I definitely see the logic and benefit of moving away from time & materials-based work whenever possible.

Allan Laal says

Alan Weiss explains how value based pricing is best both for the client and the service provider
I also recommend Hourly Billing Is Nuts

Cnd says

An in-depth look into value based fees. Excellent Book IMO. May not work in every industry but I have applied it to my business with varying degrees of success.

Marc says

Excellent advice for consultants.

Ravi Warrier says

An absolutely must read for a professional, especially if he/she is a consultant. As a founder of a start-up consulting firm, I was a little concerned about developing a fee structure for my services. This book has helped, tremendously.

Michael says

The absolute best book I have ever read of how to price your consulting services. He gives detailed sets of questions you use to establish the value of a project as well as the specific formula of how he calculates his fees. While it may not work in every area of consulting due to industry standards of practice the book is without a doubt one of the top consulting books on the market and should be read by every independent consultant.

Amithanand D'silva says

An excellent insight into how to define value, a must read for any business which provides an intangible value for clients. Not intangible value does not only mean services but you could also be providing intangible value by selling a products with add-on services,

Jeffrey says

How do you convince your clients not to pay hourly-fees and to go to value-based fees?
