3 Simple Steps

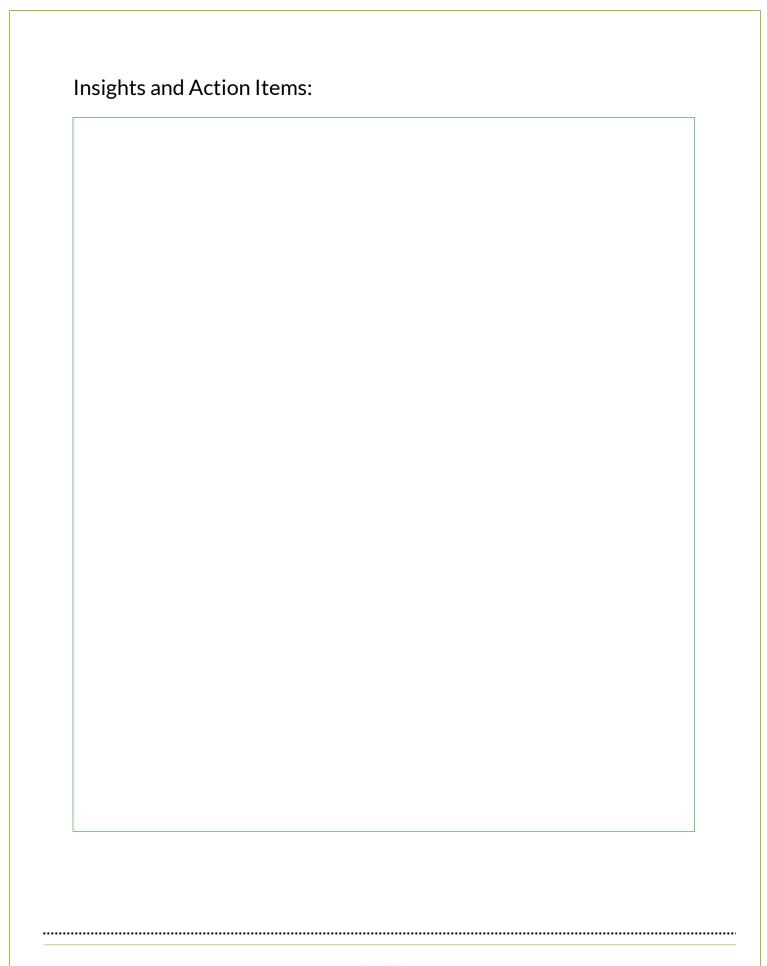
To Building Your Perfect Package



mei	mber				
Pack	ages do not wor	k if you cor	tinue to se	ll your _	
inste	ad of selling you	r			

STEP 1 – Knowing and Communicating Your Value

1. Value your:	
2. Value your:	
3. Value your:	
4. Value your:	
5. Value your:	



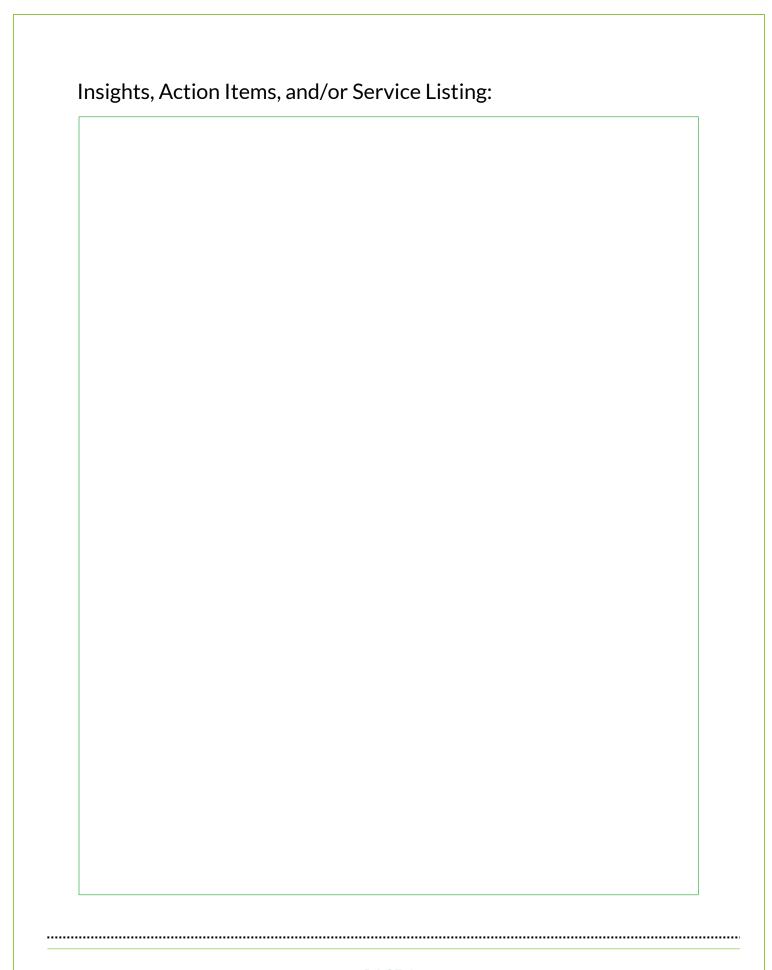
STEP 2 – Creating Your Packages

Package Prep

- 1. List the services that you currently offer.
- 2. Note if the items you listed is good for a "service" or a "support" package (remember, service packages have numbers or parameters while support packages are based on levels of support or profiles).

Benefits

	Big Benefit #1:		
>	Big Benefit #2:		



STEP 3 – Pricing Your Packages

2 Things

There are only two things you need to know in order to create packages:

1.____

2._____

Lifestyle Formula

1.	Choose a	of what you'd like to
	make each month.	

2. Choose realistic number of ______.

3. Divide the _____ by the number of _____ and you have your base rate.

4. You can go further and multiply _____ by number of _____ to create a package price.

5. Example:

Number / Billable Hours

\$___ (hr) x ___ (clients) = \$____ package price

