

## **The price is right – Pricing strategies for your translation services**

How do you set and get a fair price for your translation work? Here are some tips and strategies for finding the right price for your services and finding customers that want to pay your price. This session will discuss how to calculate your target rate, how to set minimum fees, rush charges and other extra fees and how to deal with free tests. You will also learn strategies on how to negotiate rates, raise or adjust your rates, and optimize with cat-tools and how to develop the mindset for getting paid what you are worth.

Length: 1-2 hours, depending on your organization's preferences

Please send an email to [tess@marketingtipsfortranslators.com](mailto:tess@marketingtipsfortranslators.com) for honorarium, scheduling and more information.