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CHAOS ERADICATING OFFICER  
BEYOND THE CHAOS

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**STAND TALL  
WHILE TALKING MONEY**

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# WHAT MAKES MONEY TALK SCARY?

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**CAN I GET A BALLPARK PRICE?**

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# PROPOSAL PRICING

- ▶ Walk through the proposal
- ▶ Share pricing proudly and **without apology**
- ▶ Provide clear payment terms
- ▶ What has worked for you?

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# NEGOTIATION

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# MANAGING MONEY / BUDGET

- ▶ Early and often
- ▶ Not emotional
- ▶ Progress vs budget in each status meeting
- ▶ Put the client in charge
- ▶ NO SURPRISES
- ▶ Changes cost money

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# QUESTIONS, ANSWERS & DISCUSSION