

SUSAN FENNEMA
CHAOS ERADICATING OFFICER
BEYOND THE CHAOS

**STAND TALL
WHILE TALKING MONEY**

WHAT MAKES MONEY TALK SCARY?

CAN I GET A BALLPARK PRICE?

PROPOSAL PRICING

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

NEGOTIATION

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

QUESTIONS, ANSWERS & DISCUSSION