Price Proposal Checklist

Timeline: Always place timelines and time constraints on proposals.

Copyright: Insure you retain ownership of your IP.

Option One: Present your most expensive option first.

Qualifiers: Do not use price qualifiers such as “ Our normal/standard/regular price…”

Quiet: Do not negotiate with yourself. Be proud of your proposal and stay quiet.

Equals: Any bargaining must take palce among equals.

Options: Be creative in presenting options.

Price: Use the word price not fee.

Agreement: Use the word agreement not contract.