**CHAPTER-7**

**APPLICATION AND THE FURURE ENHANCEMENT**

Research the project and the client: Before submitting your bid, do some research on the project and the client. Learn as much as you can about the scope of the project, the client's needs, and their budget. This will help you tailor your bid to their specific requirements and increase your chances of winning the project.Be clear about your expertise: In your bid, be sure to highlight your experience and expertise in the relevant design field. If you have previous work samples that are similar to the project, include them in your portfolio or bid to demonstrate your skills.Offer a competitive but realistic rate: Don't underbid yourself, but also don't overprice your services. Offer a rate that is competitive with other designers in your field, while still providing value for the client. Consider the scope of the project, your experience, and the client's budget when determining your rate.Provide a detailed proposal: Your bid should include a detailed proposal that outlines the scope of work, timeline, and deliverables. This will show the client that you have a clear understanding of their requirements and are capable of delivering the project on time and within budget.Follow up: After submitting your bid, follow up with the client to confirm receipt and answer any questions they may have. This will show that you are proactive and eager to work on the project.Be flexible: If the client requests changes or revisions to your proposal, be open and flexible. This will demonstrate that you are easy to work with and can adapt to their needs.Remember, winning a project is not just about being the lowest bidder. It's about demonstrating your expertise, providing value to the client, and building a strong relationship for future work.