

SLR LOUNGE

STEP

4

PRICING & PACKAGE DESIGN



TOPICS & QUESTIONS

Here are the topics/pain points we will address in this module

- What am I worth? (mindset)
- When should I start charging? (mindset)
- How should I price my services?
- How do I design my packages?
- How should I price based on competition?
- How should I raise my prices?
- Am I leaving money on the table?
- When should I send out pricing sheets?



HEADS UP! THIS IS FAST-PACED!

I believe that education must quick
and simple in order to be effective.
Pause, implement, and repeat.



BETWEEN SESSIONS

Remember that the Mentorship Group is there for you to:

- Ask questions of me (or the team)
- Seek advice/feedback from peers
- Share wins or “aha” moments

THE TWO PRICING/BUSINESS MODELS

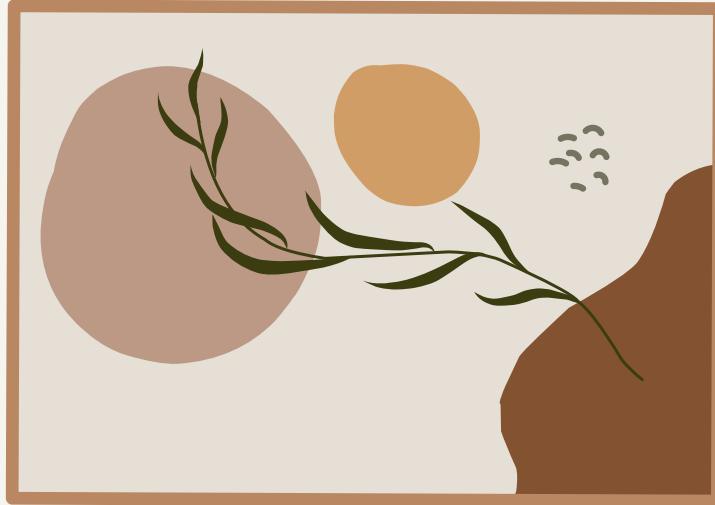




INCLUSIVE

**Ideal within wedding/events where
it's expected to receive all of the
digital images with their purchase.**

- High upfront cost/session fee
- All digitals (or at least a good #)
- Product sales = icing on the cake



IN-PERSON SALES

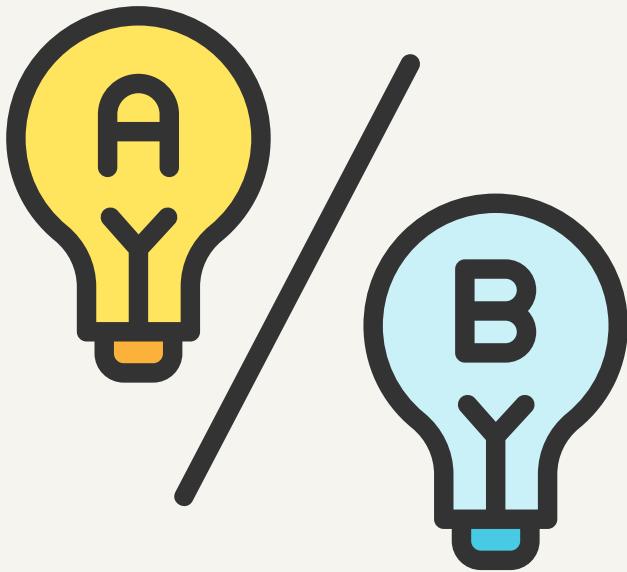
Ideal within portrait niches since it's hard justifying \$1,500+ before the value/experience is felt first hand.

- Low upfront session fee
- No digitals included
- Albums/prints is the service



WHAT ABOUT A HYBRID APPROACH?

**No. Plain and simple, don't do it.
Creates complexity. Friction within
the client experience. Etc...**



COMPARING MODELS

INCLUSIVE

IPS



Simple & straight forward



Less time consuming



Guaranteed earnings

Greater earning potential



End-to-end service



Greater value offering





WHICH IS RIGHT FOR ME?

Start with what's most sustainable for your personality and values. If you like, ask the Niche Finder Coach.



[Niche Finder Coach](#)



MY TAKE...

Portrait business, I would choose an IPS business model. Wedding or event, I would choose inclusive.



THIS MODULE = INCLUSIVE

**Package Pricing = Inclusive. For IPS
pricing (and workflow) please check
out the IPS Booster Module.**



IF YOU'RE IPS...

Don't skip this module. Just skip the parts where we build and price “packages/collection” – You'll use a different system (IPS Booster)

WHEN SHOULD I START CHARGING MONEY?





FEAR/SELF-DOUBT

“I’m not good enough to charge money” or “nobody is going to pay me to do this”



SHOULD I CHARGE?

Do you offer a professional service? Meaning, do you have:

- A decent camera/lens
- In-camera backup
- Average pro-level imagery
- Workflow w/ data safety

If so, you should be charging something for your services!



START CHARGING!

**The only way to develop confidence
and overcome your fear of money is
to begin charging for your work!**



HERE'S THE KEY

**No matter what you're charging,
always be a value for the price.**

MEANING: You're going to charge [X] for a service worth 2[X]

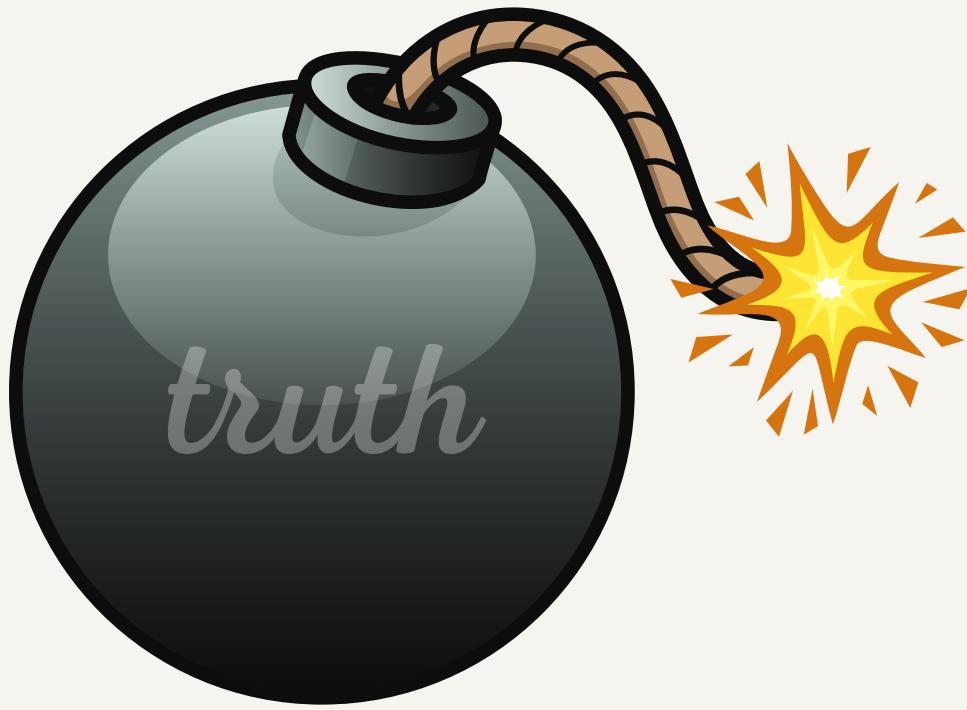
“WHAT SHOULD I CHARGE?”





“KNOW YOUR WORTH!”

**Kind of ??? You’re worth what
people are willing to pay, period.**



IMHO

You're better off shooting a low budget client versus waiting for someone to pay what you're worth.



...SO, HOW MUCH?

What you charge
depends on your:

- Customer demand
- Service experience
- Brand recognition
- Artistic development



BUT, HOW MUCH!?

**Nobody can tell YOU what to charge
(because it depends). Instead, I'm
going to give you all the knowledge
and AI tools to help you!**

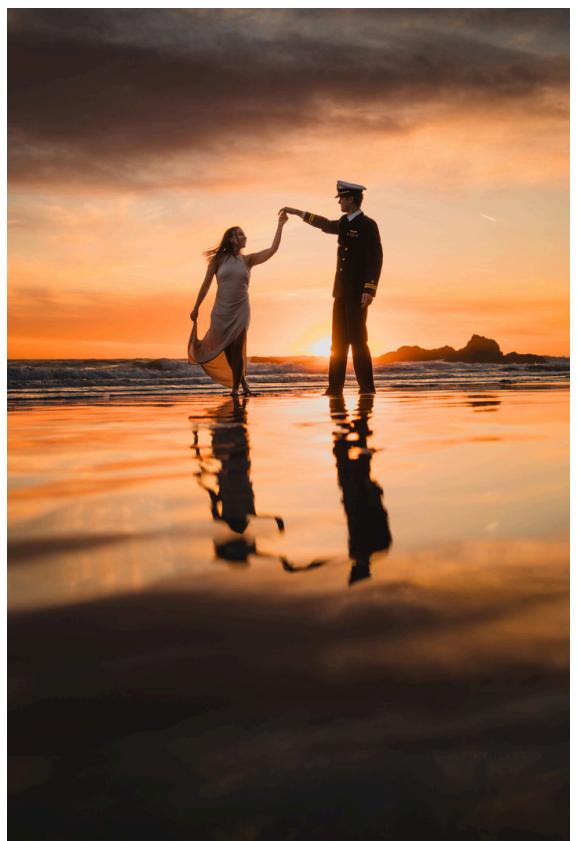
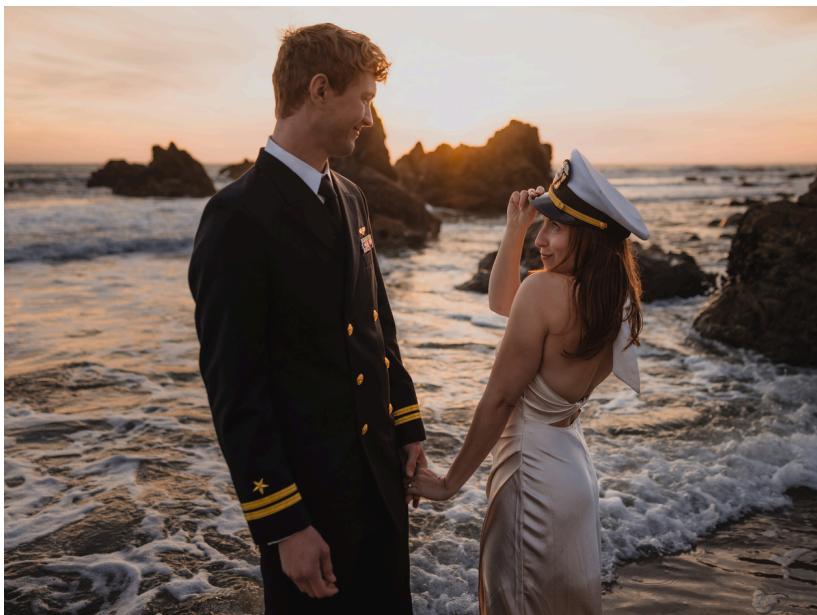
THEN...



\$0-\$500/wedding
(EVERYONE starts here)



**...NOW
\$20,000+/wedding**





**Don't compare yourself to
photographers that are 10x
more established than you.**

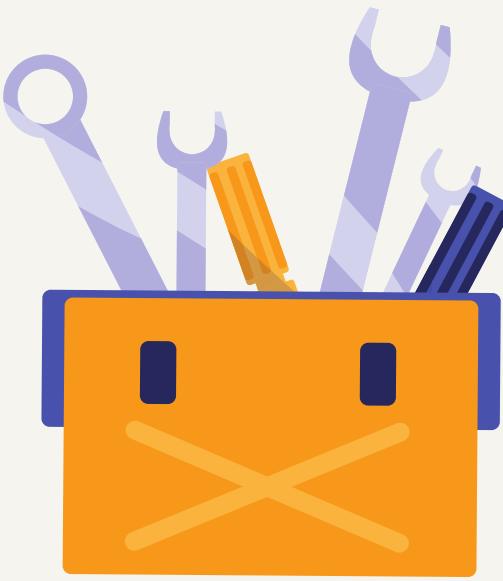


**When starting, focus on being
better than you were yesterday.
With each client served, raise
your price by \$100-\$300.**



ONCE YOUR BRAND IS ESTABLISHED

**Your price becomes a filter to the
clients you want to serve, and the
amount you want to work.**



LET'S TALK TOOLS

Throughout the rest of this module you will:

- Understand pricing psychology
- Create enticing packages
- Design appealing pricing guides
- Set your package/service pricing
- Use AI tools to handle 90% of it!



MY ADVICE...

Learn the principles, allow AI to do the heavy lifting. Your job = curate the ideal experience/pricing.

PACKAGE PSYCHOLOGY & DESIGN





\$1,000 PURSE

The easiest way to sell a \$1,000 purse is to place it next to another purse that costs \$10,000.

3 PACKAGE MODEL

Best > Better > Good
3 options ideal, 4 options max





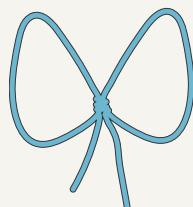
PACKAGE IV
(BEST) =
PRICE ANCHOR



PACKAGE III
(BETTER) =
DESIRED SELL



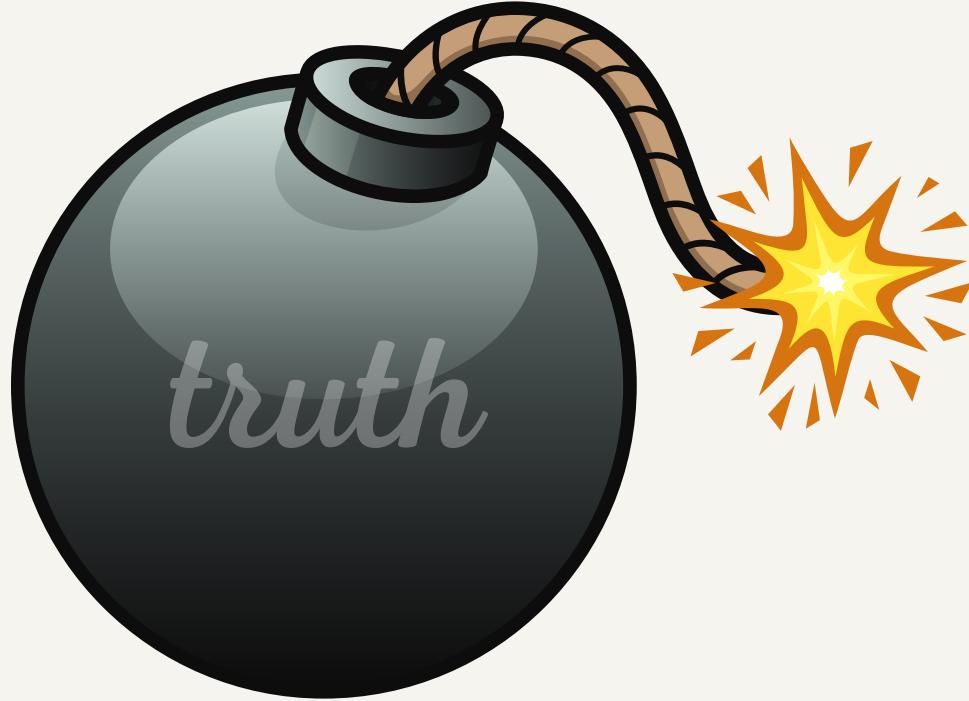
PACKAGE II
(GOOD) =
MVP



PACKAGE I
(MINIMAL) =
I.E. ELOPEMENT

WHAT DO I PUT IN EACH PACKAGE?





THINK SOLUTIONS!

Each package should be a solution
for a specific client need, not simply
a random collection of bullshit.



MVP

Minimum Viable Product. Start here. Mind you, this is NOT a shitty package that nobody will want, or be forced to upgrade.



WEDDING

- **6 Hours of Wedding Coverage**
- **Lead photographer only**
- **High Resolution Images**
- **\$500 Album Credit**

If you want to sell
albums, include it in
your MVP!



PORTRAIT

- **30 Minute Portrait Session**
- **5 Retouched Images**
- **\$250 Album/Wall Art Credit**



BETTER

Ideal sell. This middle package should be designed to include all of their primary wants/needs.

Start including incentives (10-30%) shown as \$5,000 (\$5,500 value)

Aim for 2x the perceived value while around only 30% more in cost



WEDDING

- **8 Hours of Wedding Coverage**
- **Lead + Second Shooter**
- **High Resolution Images**
- **Signature Wedding Album**



Watch your pricing!
Clients often try to
remove the album
to get back to MVP



PORTRAIT

- **1 Hour Portrait Session**
- **10 Retouched Images**
- **\$500 Album/Wall Art Credit**



BEST

Your dream package should include everything a client would want (not things they don't).

Continue including incentives (20-30%) shown as \$6,400 (\$8,000 value)

Again, aim for 2-3x the perceived value while around 50-100% more in cost



WEDDING

- **2 Hour Engagement Session**
- **12 Hours of Wedding Coverage**
- **Lead + Second Shooter**
- **High Resolution Images**
- **Signature Wedding Album**
- **2x Duplicate Parent Albums**



Including items that
they won't want
will make your price
anchor useless.



PORTRAIT

- **2 Hour Portrait Session**
- **20 Retouched Images**
- **All Images at Full Resolution**
- **Private Viewing Session + Gallery**
- **\$1,000 Album/Wall Art Credit**



ADVICE ON TIME

**Don't offer “unlimited” time options
(mostly speaking to event/wedding
photographers)**



GIFTING TIME

**If you have a value to your time, then
when you gift them an extra 30-60
minutes, it will be valued!**

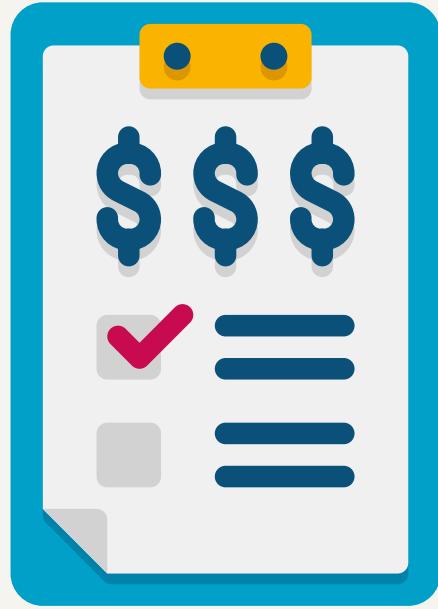


REMEMBER...

**I'm going to give you an AI tool to
help you with the heavy lifting.
Focus on the principles for now.**

NAMES, NUMBERS & NUANCES





KEEP NAMES NEUTRAL & POSITIVE

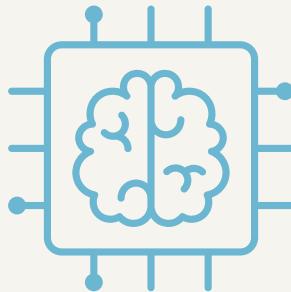
Avoid bronze, silver, gold because one is clearly better than the other.



SUGGESTION

The Pricing Coach will give you ideas.
Keep your collection names short and
tie it to your brand identity.

- Sequential Numbers (works)
- Mountains/Lakes (adventure brands)
- Favorite Locations (destination brands)

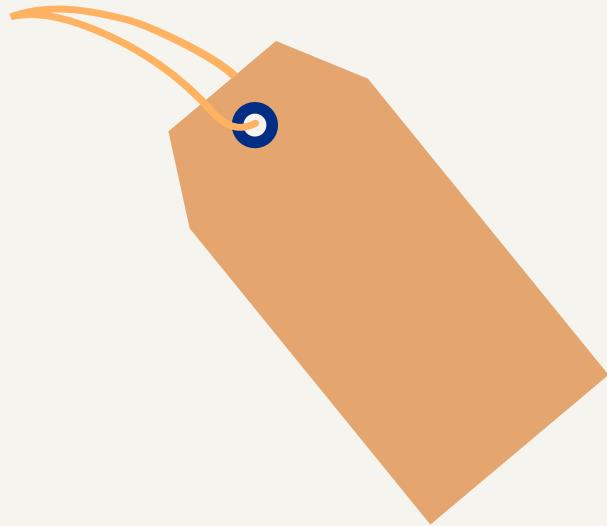


AI-PROMPT

Need ideas? Use a prompt like this with the Pricing Coach (covered shortly)...

Based on what you know about my photography brand — including the tone, target audience, and emotional/experiential positioning — can you suggest five different naming concepts or themes I could use for my packages or collections? I'd like each concept to reflect my brand strategy and appeal to my ideal clients. Please include a short explanation of each concept and a few sample package names under each one.

Play with it. Rework/curate. Then complete your collection names.



3-SEC PRICE TEST

**At first glance, which number(s)
LOOK like the lowest price on this
next page? What catches your eye?**

\$1,565.25

\$1,435.99

\$1,519.00

\$1,499

\$1,436

1590

1,434

1490

\$1,565.25

\$1,435.99

\$1,519.00

\$1,499

\$1,436

1590

1,434

1490

EXAMPLE

\$1,900.00 → \$1900

\$9,192.99 → \$8900

\$4,554.25 → \$4400

SUMMARY

- Round to double zero
- Remove the comma
- Simple and small font
- High prices toward right
- Build in taxes (if applicable)
- 4's and 9's are great numbers
- 5's are your breaking point



ORDER OF PRESENTATION

**Within a price guide (or proposal)
present from the highest price first.
Best > Better > Good**

1ST





REMOVE FROM YOUR VOCABULARY

~~Pictures/Images/Photos~~ = **Photographs**

~~Expensive~~ = **Investment or “Lifetime Purchase”**

~~Discount~~ = **Package Offer**

~~Need~~ = **Want**

~~Budget~~ = **Price Point**

~~Prints~~ = **Wall Art**

~~Shoot~~ = **Session**

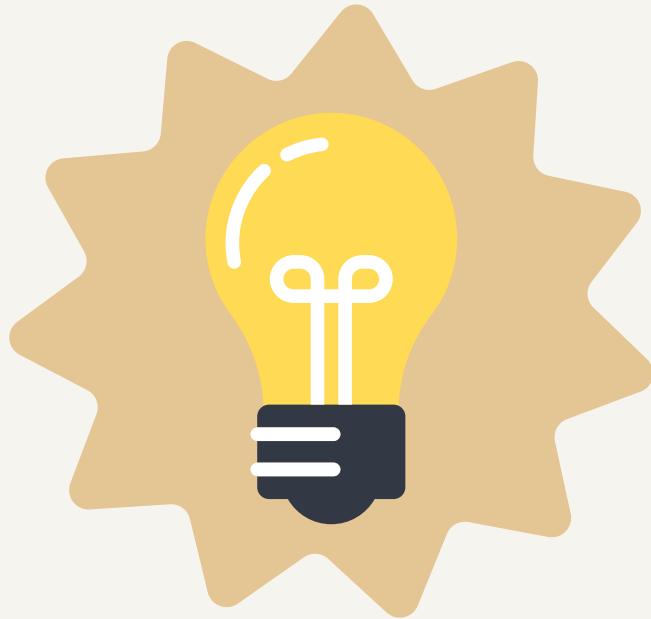
~~Package~~ = **Collection**



EXCEPTION TO THIS RULE

**Use common vocabulary when
designing for UX (User-Experience)
or SEO (Search Engine Optimization)**

- “Pricing” as a menu option, not Investment
- “Why Photography is Expensive” as a title

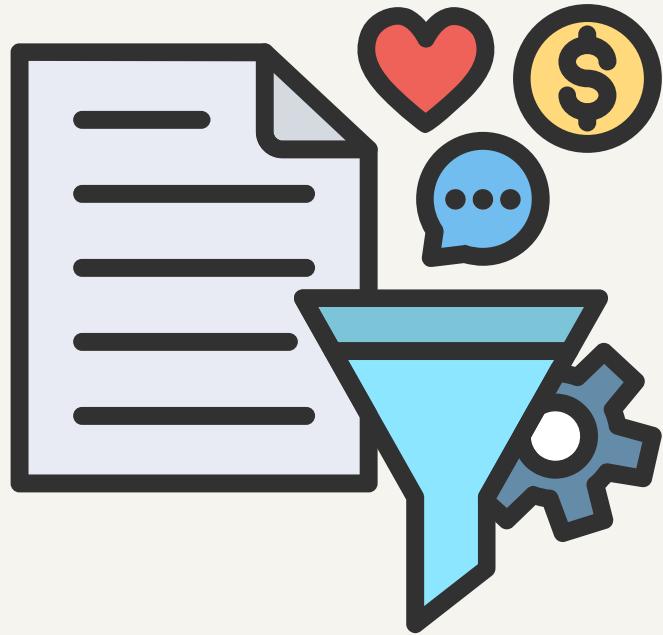


QUICK IDEA

Consider splitting your Pricing & Experience Guide into both a Pricing Guide, and an Experience Guide.

USING AI + PYE'S PRICING COACH (INCLUSIVE)



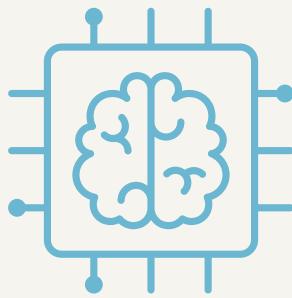


YOU ARE A CURATOR!

With AI tools becoming increasingly powerful, our role in business is one of curation and experience design.

HOW TO USE AI & PYE'S PRICING COACH

STEP
4



AI-PROMPT

Use this standalone prompt if you don't have access to the Custom GPTs.

I'm a photographer looking to create inclusive pricing collections (NOT in-person sales). I want help designing upfront packages that align with a luxury client experience and support long-term financial sustainability. Please start by asking me the following: (1) What's my niche? (2) Where am I located? (3) What's my experience level—new, established, or well-known? (4) Do I have a brand strategy or audience description? (5) Do I want you to review existing packages or create new ones?

Once I answer, analyze the top 3–5 competitors in my niche and region who also use inclusive pricing. Identify their package structure, pricing tiers, and what they include. Then, recommend a 3-tier pricing model using luxury-focused language: label tiers as Best (Top), Better (Middle), and Good (Entry). Make sure each tier offers clearly scaled value—ideally doubling the experience per tier while increasing the price by only 30–50% (except for the anchor package which can be a bit more). Focus on high-value experiences, not filler. Base your pricing suggestions on my experience level, positioning me just below the local average to create a compelling value.

Finally, be honest: flag any pricing under \$1,000 per portrait session or \$2,500 per wedding as unsustainable long-term. Show how my pricing could scale to earn \$100K+ per year, and summarize everything clearly—collection names, prices, and bullet-point contents.

Won't be as powerful as the Pricing Coach, but it will still get you great information.



PYE'S PRICING COACH (INCLUSIVE)

If you have a Premium Chat GPT account, use this Custom GPT which is programmed to coach you as I would.



[Pricing Coach \(Inclusive\)](#)



PAUSE HERE

**Do NOT continue until you've
completed this assignment:**

Curate your collections, then feed it back into
the Pricing Coach for feedback.





PAUSE HERE

**Do NOT continue until you have a
good idea of your collections, and
their respective prices.**

Feel free to post, ask questions, or request feedback in the Mentorship Group

BUILDING YOUR EXPERIENCE & PRICE GUIDE





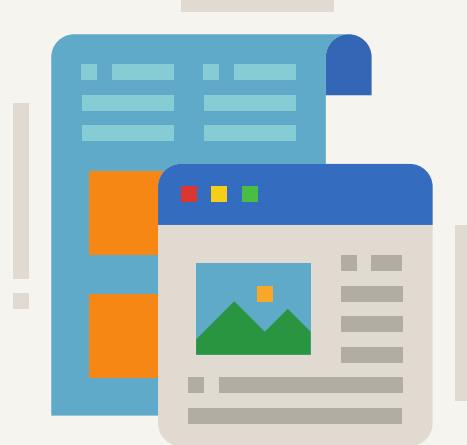
DON'T RE-INVENT THE WHEEL

**When designing new assets for your
business, start with a template.**



TIME TO CELEBRATE!

Your coaching membership includes one personal-use license for all of our included templates.



TEMPLATE SITES

Here are a two of our favorite places for getting high quality templates:

- [Creative Market](#)
- [Envato Marketplace](#)



HEADS UP!

**Pricing Guides are meant to be shown
during a sales consult! Only fire off a
pricing sheet as a last resort.**

BUILDING YOUR PRICE & EXPERIENCE GUIDE



PRICING & EXPERIENCE TEMPLATES

Our favorite templates to create pricing/experience guides:

PRICING & EXPERIENCE TEMPLATES (STEP 4)

Step 4 of the program will explain how to set up your packages and pricing. As you work through Step 4, I would suggest that you first document your packages/pricing on a Google or Word Document. This allows you to make easy/frequent changes as you first dial in your overall package and experiences. Then and only then should you jump into the templates below and begin populating the information. Trying to jump straight into these templates WHILE figuring out your packages, experience, and pricing is going to take far longer. My general rule is to think like a chef who ALWAYS focuses first on the CORE of your dish, before trying to "PLATE" or make something look beautiful.

Resource Name & Link	Description
General Pricing Guide	Basic pricing guide w/ generic design for any genre
Portrait Pricing & Experience Guide	Elegant pricing and experience guide ideal for portraiture
Boudoir Pricing & Experience Guide	Classy pricing and experience guide designed for boudoir photography
Wedding Pricing & Experience Guide	Elegant pricing and experience guide ideal for wedding photography
Wedding Experience Guide	Simple wedding guide that offers experience information and wedding day tips
Elopement Experience Guide	Modern elopement experience guide that offers information and planning tips



**PRICING & EXPERIENCE TEMPLATES
> B&SW: 00 - RESOURCES**

STEP ONE

PACKAGES

Design out your packages or “collections” that fit your target audiences needs. Once you feel like they’re dialed in, feed it into your Pricing Coach (Inclusive) for feedback. Remember:

- Sell “solutions” not just a package
- Your base package is still “viable” on its own
- Your middle package is your ideal sell
- Middle is ideally 2x the value at around 30-50% more
- Your anchor package should not contain junk!
- Anchor is ideally 2-3x the value around 50-100% more
- Guarantee album sales by building it into all

STEP TWO

PRICING

Go ahead and finalize your pricing based on your level of experience and market considerations. I'd suggest you also check these against the financial lessons at the end of this module. But for now, remember:

- My Pricing Coach will give you ideas, not decisions!
- Your prices should make sense (in your market)
- Make sure your packages can't be "gamed"
- Remove commas, remove cents
- Simple, small font, with price at bottom right
- Build in taxes, round numbers to 4's and 9's
- Your breaking point are 5's

STEP THREE

EXPERIENCE

The “experience” portion of your guide should always precede the actual prices. Value before prices! What you put in your experience guide should somewhat mirror the landing page of your website. For example a full Price & Experience Guide might include the following:

- Welcome w/ Clarified Message
- Introduce yourself (About Me)
- Your process (steps 1, 2, 3, etc)
- Sample imagery (optional)
- What to expect
- Collections/pricing
- Additional add-ons or details (if applicable)
- Recommendations/guides/checklists (optional)
- What's next (CTA to phone call)

NOTE: Use the templates provided as a guide, and know that you don't have to include everything within them. Need help writing a section? Use your AI tools & coaches!



PAUSE HERE

Do NOT continue until you've completed this assignment:



PICK A TEMPLATE > CREATE YOUR PRICE & EXPERIENCE GUIDE

Feel free to post, ask questions, or request feedback in the Mentorship Group

WHERE DO I SHOW PRICING OR SEND THE GUIDE?





WEBSITE...

Should I show my full prices on my website? If not, what do I show?



IN SHORT... NO!

Limit your website to the two pieces of information:

- Starting price
- Average spend

“Our packages start at...”

“My clients typically spend...”



HERE'S WHY

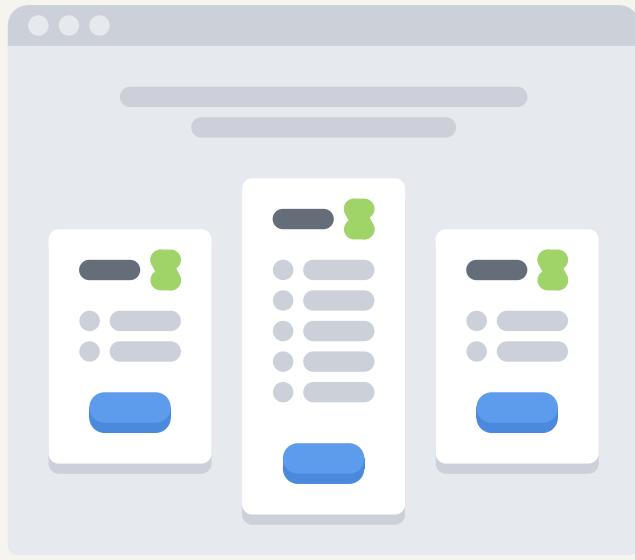
**Before you present the price,
you need to first:**

- 1 Qualify the lead (starting price)**
- 2 Understand their needs/values**
- 3 Give them a value-based solution**
- 4 Present the price**



PRICE INQUIRIES...

Do I send my Pricing & Experience Guide to anyone that inquires?

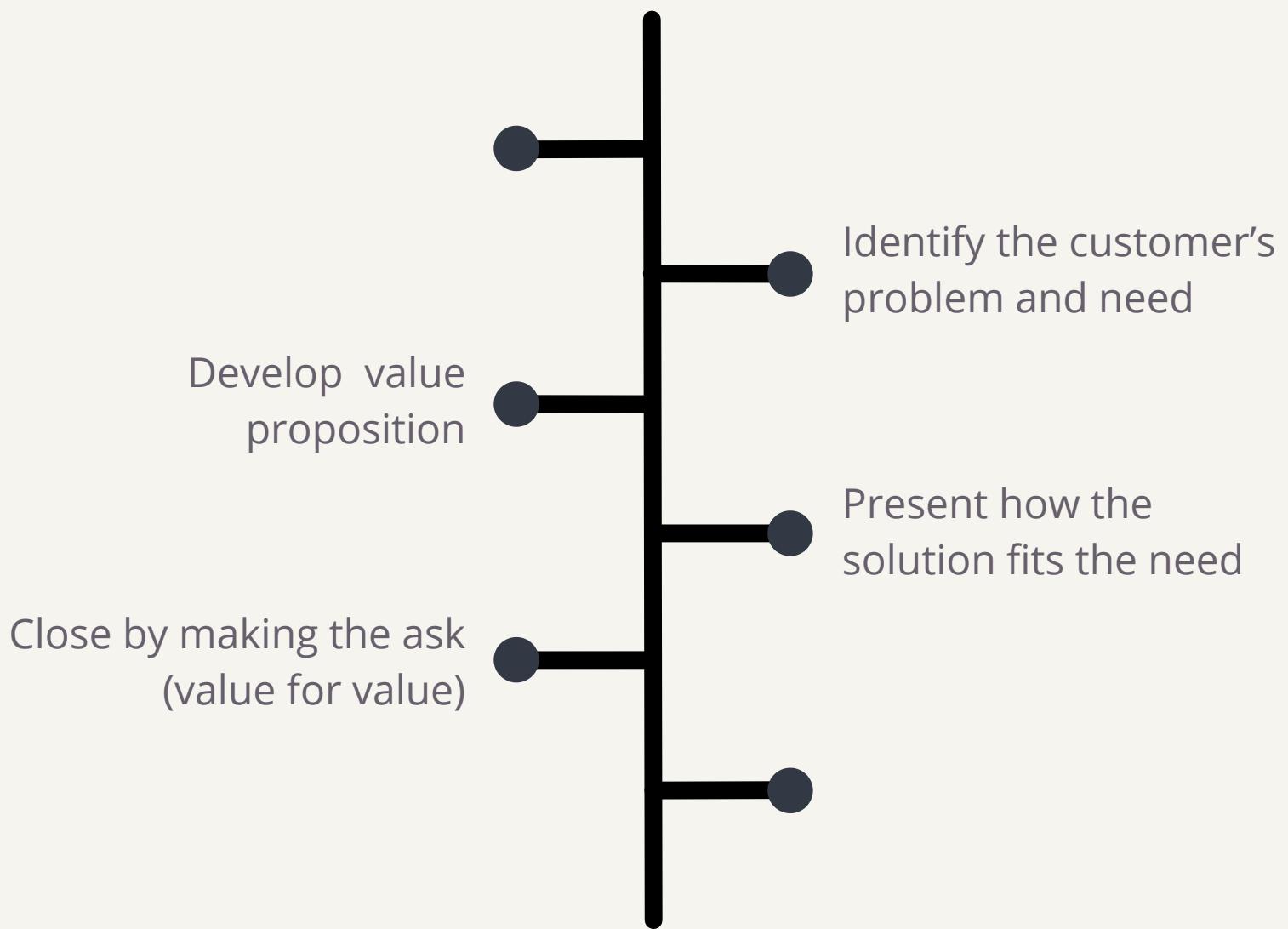


DON'T JUST HAND OUT YOUR PRICING!

**Sales is a value-added service, it's your
job to understand and suggest the
best solution!**

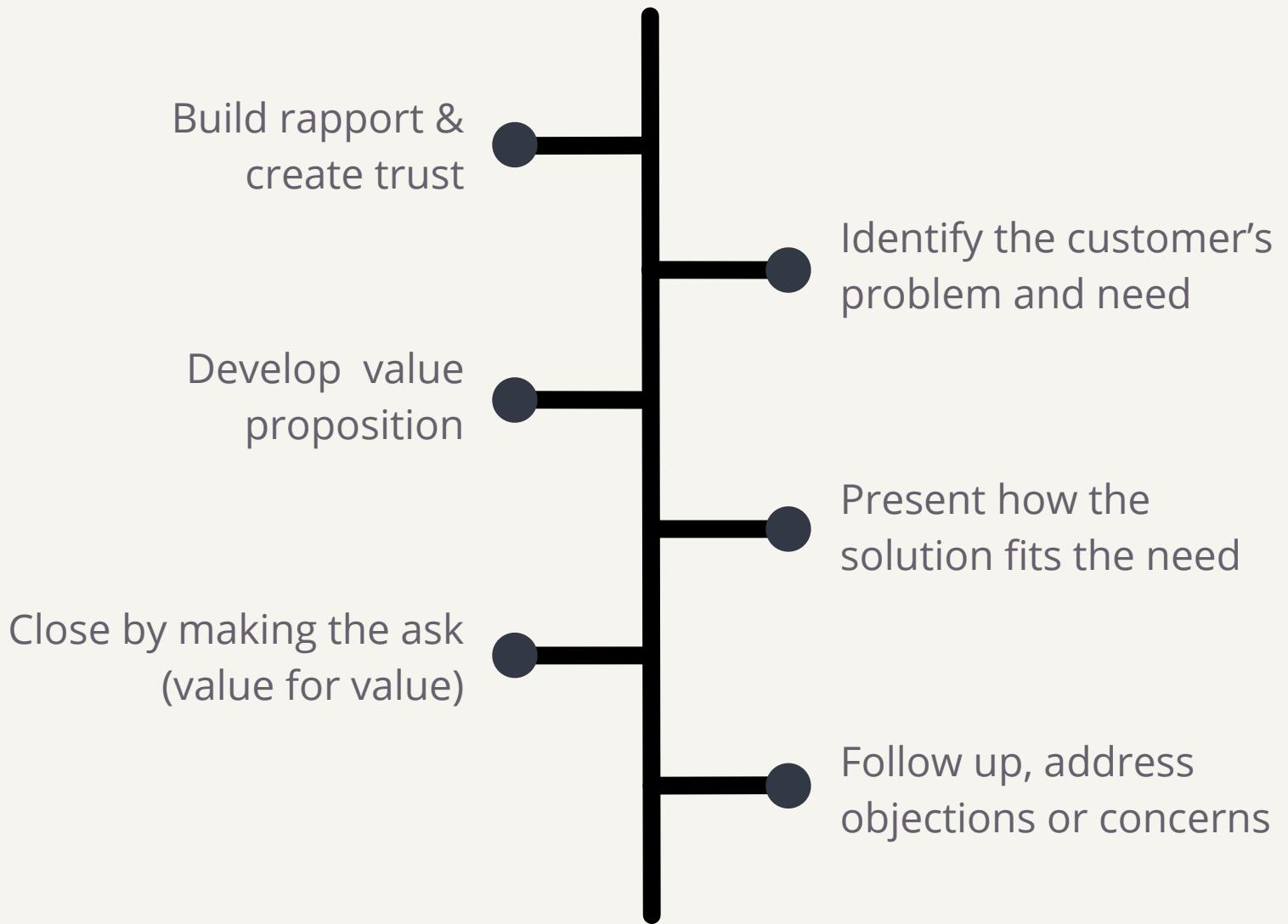
THE SALES PROCESS

Developed by John Henry Patterson in the 1890's

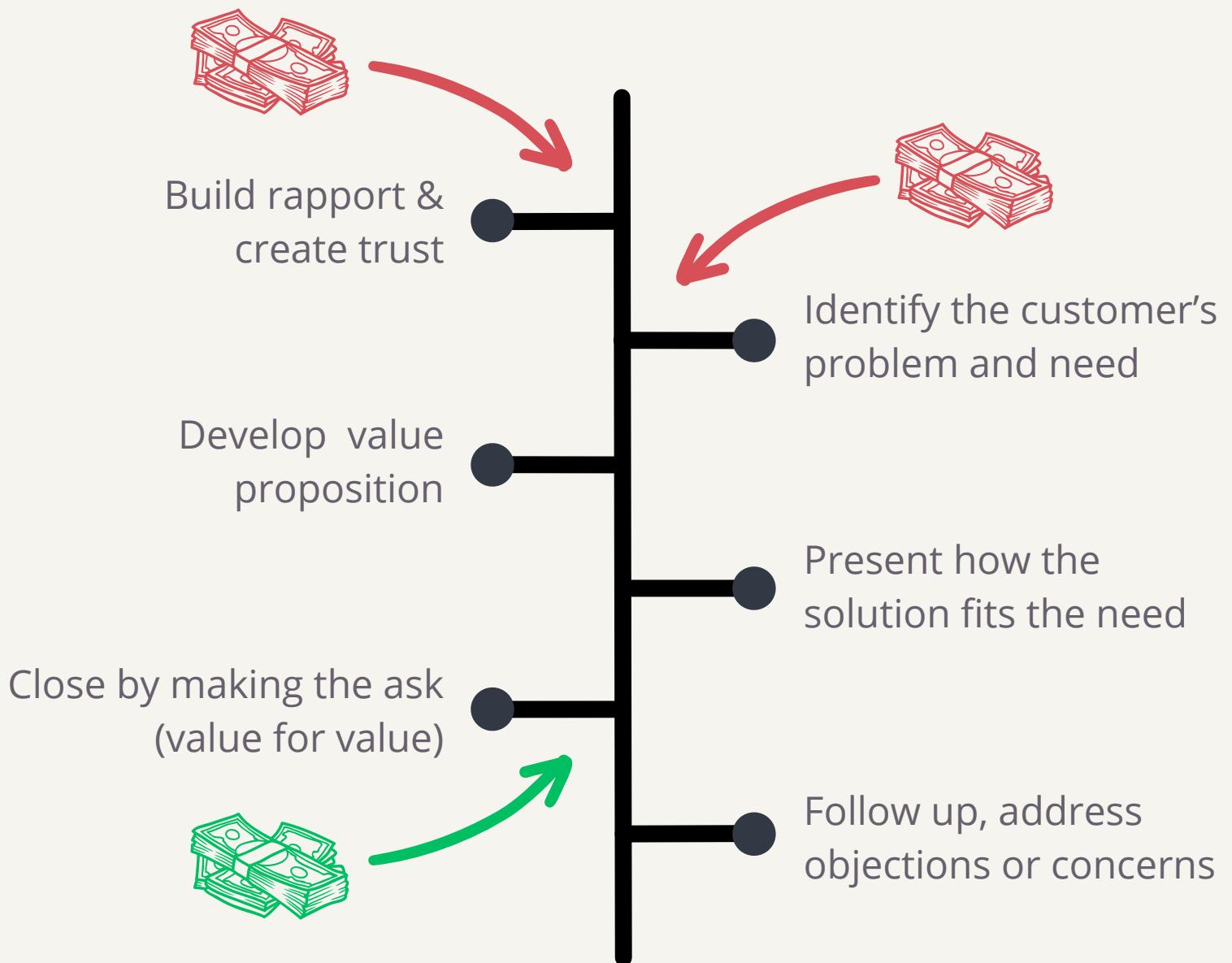


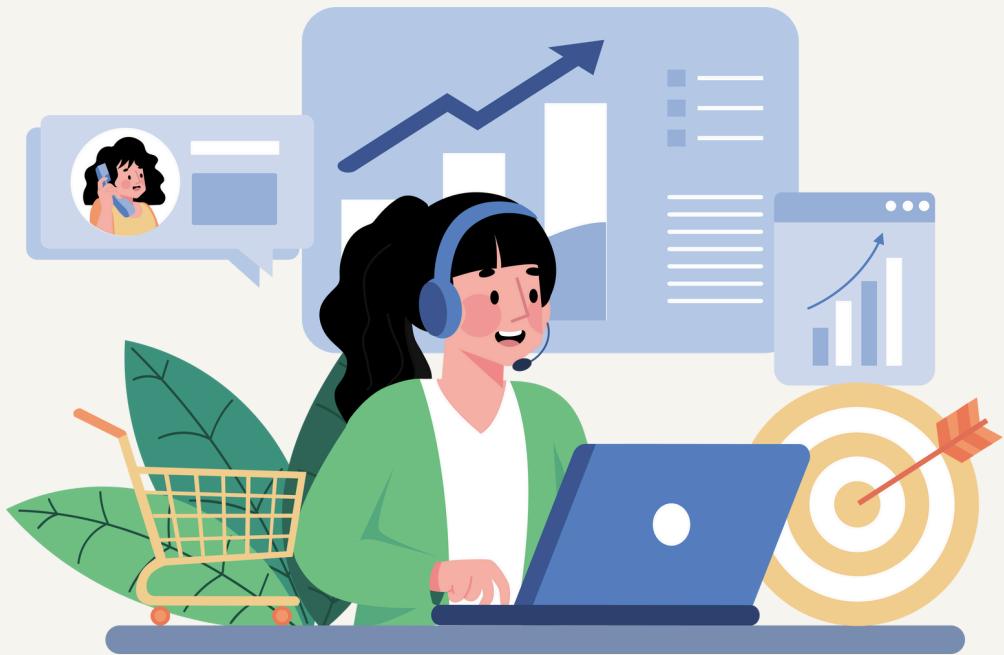
THE SALES PROCESS

**Two minor updates to the
4-step sales process**



THE SALES PROCESS





ON SALES...

You'll learn the exact process once you hit the Sales Modules (Steps 12-16). Until then...

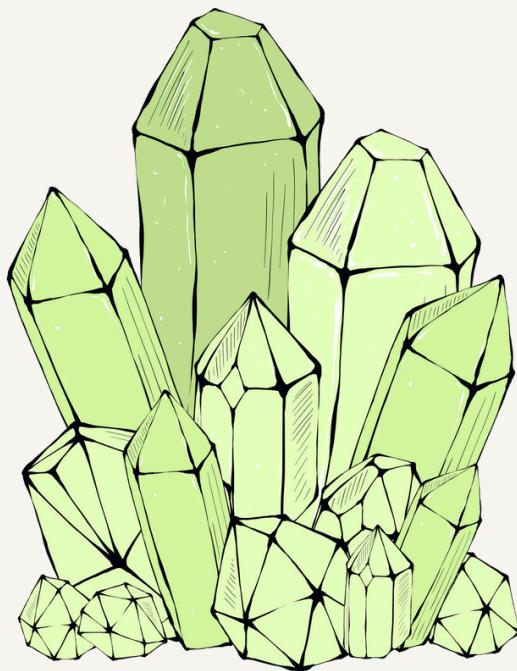


WHEN IT'S OK...

If you've reached out and just can't get a lead on the phone, fire off your pricing with a final email.

BONUS: UNDERSTANDING YOUR FINANCIAL POSITION





KRYPTONITE

**From my experience, every
photographer's kryptonite has been
financial literacy.**



TWO KEYS

There are 2 things that can dramatically improve the way you see your business (financially). Understanding:

- Contribution margin (rev - var costs)
- Financial statements/budgets

MARGIN & COST-BASED PRICING





COST-BASED PRICING?

Identifying costs, then charging a multiplier (2x, 3x, etc...)



COST PRICING

**Start here. Understand your costs.
Then quickly work your way into
value/luxury pricing models.**

MARGIN & COST-BASED PRICING CALCULATOR

STEP
4

STEP ONE

COST PRICING

When starting to charge for your services, it's critical that you understand your costs (especially variable costs):

- How many shoots/year?**
- What's your desired hourly wage?**
- What are your variable costs?**
- What are your fixed costs?**

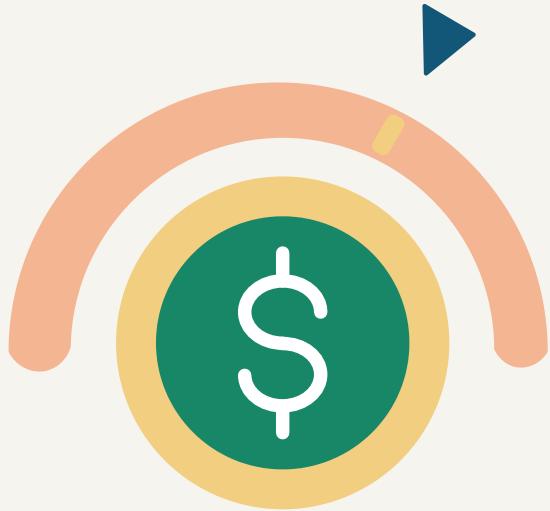
04-C: VARIABLE BUSINESS EXPENSES (PER CLIENT)

VARIABLE EXPENSES	AVERAGE	RATE	COST
Mileage (67 cents IRS Rate)	0	\$0.67	\$0
VARIABLE TIME EXPENSES	HRS	RATE	COST
Booking the Client	0	\$30	\$0
Prepping Gear	0	\$0	\$0
Shoot Assistant	0	\$20	\$0
Second Shooter	0	\$50	\$0
Post Production	0	\$50	\$0
COSTS OF GOODS SOLD	QTY	RATE	COST
Wedding Album	0	\$500	\$0
Wall Art and Prints	0	\$0	\$0
Camera Film	0	\$0	\$0
Total Variable Business Expense (Per Client)			\$0
Desired Markup (Cost-Based Pricing)			100%
Average Cost-Based Price			\$0



04-C: VARIABLE BUSINESS EXPENSES (PER CLIENT)

VARIABLE EXPENSES	AVERAGE	RATE	COST
Mileage (67 cents IRS Rate)	50	\$0.67	\$34
VARIABLE TIME EXPENSES	HRS	RATE	COST
Booking the Client	4	\$30	\$120
Prepping Gear	0	\$0	\$0
Shoot Assistant	10	\$20	\$200
Second Shooter	10	\$50	\$500
Post Production	8	\$50	\$400
COSTS OF GOODS SOLD	QTY	RATE	COST
Wedding Album	1	\$500	\$500
Wall Art and Prints	0	\$0	\$0
Camera Film	0	\$0	\$0
Total Variable Business Expense (Per Client)			\$1,754
Desired Markup (Cost-Based Pricing)			100%
Average Cost-Based Price			\$3,507



COST PRICING

**Take your average variable expense
(per client) and multiply by a desired
markup (accounting for fixed costs)**

STEP TWO

COMPETITION

If you're new, aim to undercut direct competitors by 10-20%. Remember, direct competitors:

- Serve your target market
- Provide a similar level of work

Optional discount to stand out from competitors	10%
Pricing Based on My Competitive Environment	\$230



PAUSE HERE

Do NOT continue until you've completed this assignment:



**04-C: VARIABLE EXPENSE >
B&SW: 04 - CALCULATORS**

Feel free to post, ask questions, or request feedback in the Mentorship Group

COMPLETE FINANCIAL LITERACY





SUSTAINABILITY

Your goal is to gradually move to value/luxury based pricing that is sustainable in how it supports your family/lifestyle.



COMPLETE VIEW

**Getting there requires that you
have a complete view of your
costs and financial outlay.**

COMPLETE BUSINESS & LIFESTYLE CALCULATOR



STEP ONE

PERSONAL EXPENSES

Let's get a clear picture of how much money you need each month. This step is critical if you're considering leaving a full-time job.

04-A: PERSONAL EXPENSES (MONTHLY)

DESCRIPTION	COST
Rent/Mortgage	\$4,300
Utilities (Gas, Water, Electric, Garbage)	\$500
Internet	\$150
Car Payment	\$0
Home Insurance	\$200
Health Insurance	\$800
Medical Expenses	\$200
Car Insurance	\$100
Groceries	\$1,400
Childcare / Activities / Education	\$1,500
Home Repairs (Rainy Day Fund)	\$250
Phone (Can likely transfer to business expense)	\$100
Credit Card Payments	\$0
Student Loan Payments	\$0
[ADDITIONAL ITEM]	\$0
Personal Expenses Total (Monthly)	\$9,500
Personal Expenses Total (Annual)	\$114,000

50/30/20 RULE (Sen. Elizabeth Warren)

PERCENTAGE

Needs	50%	\$0
Savings	20%	\$0
Wants	30%	\$0

NECESSARY HOUSEHOLD INCOME

\$0

Less Partner Income \$0

What I Need to Take Home \$0

What you need to survive each month (consider making lifestyle changes if you need to reduce)



STEP TWO

FIXED BUSINESS EXPENSES

**Now let's understand your business
costs (usually on an annual basis)**

04-B: FIXED BUSINESS EXPENSES (ANNUAL)

OFFICE/EQUIPMENT	COST
Home Office (Allocate a % of home expenses)	\$0
Lease/Rent (If applicable)	\$0
Camera Equipment	\$3,000
Computers / Electronics	\$1,500
Furniture (if applicable)	\$1,000
Phones (Deduct if using personal line)	\$1,800
Office Supplies	\$250
MARKETING	
Marketing (Ads, SEO, etc)	\$0
Relationship Building (vendors, venues, etc)	\$2,000
WEBSITE/SOFTWARE	
Internet	\$0
Website Hosting	\$150
Website Misc (templates, themes, one-time expenses)	\$500
Google Suite	\$200
CRM (Tave, Honeybooks, etc)	\$250
Quickbooks	\$150
Adobe Subscription	\$250
Calendly	\$0
Impossible Things	\$500
Lightroom Presets	\$250
Fundy Album Designer	\$100
TAX/ACCOUNTING	
Book keeper	\$3,000
Tax accountant	\$1,500
Payroll	\$0
INSURANCE	
Equipment Insurance	\$200
General Liability (events)	\$500
SELF-DEVELOPMENT	
Education	\$2,000
Audible (or other subscriptions)	\$150
Netflix (Prime, HBO, include them all!)	\$250
Business Expenses Total (Monthly)	\$1,625
Business Expenses Total (Annual)	\$19,500

Your monthly/yearly burn rate

STEP THREE

THE 50/30/20 BUDGETING RULE

**Designed by Sen. Elizabeth Warren,
this is a finance staple and a great way
to start for household budgeting.**

You can adjust these percentages as desired.

YOUR BUSINESS SNAPSHOT

PERSONAL

Personal Expenses

MONTHLY

\$9,500

ANNUAL

\$114,000

50/30/20 RULE (Sen. Elizabeth Warren)

Needs

PERCENTAGE

50%

\$114,000

Savings

20%

\$45,600

Wants

30%

\$68,400

NECESSARY HOUSEHOLD INCOME

\$228,000

Less Partner Income

\$50,000

What I Need to Take Home

\$178,000

BUSINESS

Fixed Expenses/Overhead

\$19,500

Required Revenue (Overhead + What I Need to Take Home)

\$178,000

Estimated Tax Liability

30%

\$59,250

What the Business Must Earn

\$256,750

PRICING

What Do You Want to Charge?

\$10,000

Variable Cost (04-C)

\$1,754

Margin Per Client

\$8,247

Number of Clients You Need to Serve

31

STEP FOUR

YOUR COMPLETE FINANCIAL PICTURE

With your expenses all dialed in, now enter an amount for “What Do You Want to Charge” to get your final picture.

YOUR BUSINESS SNAPSHOT

PERSONAL

	MONTHLY	ANNUAL
Personal Expenses	\$9,500	\$114,000

50/30/20 RULE (Sen. Elizabeth Warren)

	PERCENTAGE	
Needs	50%	\$114,000
Savings	20%	\$45,600
Wants	30%	\$68,400

NECESSARY HOUSEHOLD INCOME

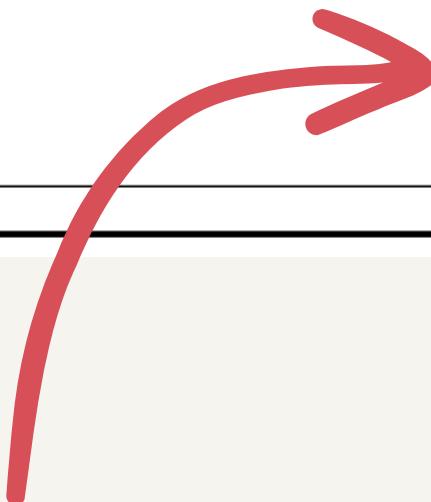
Less Partner Income	\$228,000
What I Need to Take Home	\$50,000
	\$178,000

BUSINESS

Fixed Expenses/Overhead	\$19,500
Required Revenue (Overhead + What I Need to Take Home)	\$178,000
Estimated Tax Liability	30%
What the Business Must Earn	\$59,250
	\$256,750

PRICING

What Do You Want to Charge?	\$10,000
Variable Cost (04-C)	\$1,754
Margin Per Client	\$8,247
Number of Clients You Need to Serve	31



Is the number of clients you need to serve sustainable?



PAUSE HERE

Do NOT continue until you've completed this assignment:



**COMPLETE FINANCIAL PICTURE >
B&SW: 04 - CALCULATORS**

Feel free to post, ask questions, or request feedback in the Mentorship Group