



Richa Chandra
- COACHING & MEDITATION -

Exercises for Price you Services Module 2

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M2 E1:

List all of your monthly fixed costs. Then divide them so you get hourly cost by how many hours you work.

Example:**Fix monthly costs in dollars**

| Fix monthly costs in dollars | |
|------------------------------|--------------------|
| Office space: | 250 |
| Phone: | 30 |
| Net: | 30 |
| Electricity | 100 |
| Insurance | 35 |
| Software | 100 |
| | |
| Total | 545 |
| Divide 40 hours | $545 / 40 = 13,63$ |

Take a spread sheet and create you own table.

M2 E2:

List all of your monthly variable costs. Then divide them so you get hourly cost by how many hours you work.

Example:**Variable monthly costs in dollars**

| variable monthly costs in dollars | |
|-----------------------------------|-------------------|
| Travel: | 50 |
| Food at work | 50 |
| Office supply | 75 |
| Marketing | 100 |
| | |
| Total | 275 |
| Divide 10 hours | $275 / 10 = 27,5$ |

Take a spread sheet and create you own table.

M2 E3:

Please add all the costs to find out the minim price and add to the profits.

Example:

Please see example below:

| Adding the cost and profit | |
|----------------------------|-------|
| Fix costs | 13,63 |
| Variable cost | 27,5 |
| Tax | 23 |
| Profit | 25 |
| | |
| Total | 89,13 |

Please note this is just an example.

The profit and tax can and should be adjusted to your preferences.