



CHECKLIST

How to get your clients budget, even when they don't know what it is

Response

- 1** Have you asked your client what their budget is? Yes/No
- 2** Do you have a ball-park figure for your clients budget? Yes/No
- 3** Have you told your client what your standard rates are? Yes/No
- 4** Have you talked your client through examples of your past work? Yes/No
- 5** Have you offered your client a range of price to identify which is closest to their expectations? Yes/No
- 6** Have you offered your client a range of options at different price points? Yes/No
- 7** Have you negotiated on the budget figure the client offered you? Yes/No
- 8** Are you focused on building a strong relationship, and mutual trust with your client? Yes/No

