

# Pricing checklist for freelance translators

	Yes	No
<b>Do you know your productivity and average hourly output?</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Have you calculated your target income per hour, week, month and year?</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Is this target income including administrative costs for freelancing?</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Are you aware of average market rates for similar services?</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Do you have a pricing range? Red-yellow-green zone</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Have you created pricing and product bundles to remove from or add to in price negotiations?</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Can you communicate the value of your services in price negotiations?</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Do you know how to raise your fees?</b>	<input type="checkbox"/>	<input type="checkbox"/>