

# Consultant Pricing Policy

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Most consultants price their work per project. For the client, the advantage is that they know exactly what the cost will be. I price my work per hour. For the client, the advantage is . . . well, there are many advantages.

1. A per-project price incentivises the consultant to minimise the time invested for the client. A per-hour price allows the consultant to give the time needed to do the project well.
2. That's important to me. I am careful and thorough. One of my personal professional principles is, "Don't ask me to do a project I am only allowed to do poorly."
3. Per-hour pricing allows for flexibility. It allows the project to shift along the way, to respond to what the consultant and the client learn in the process of doing the work. Per-project pricing is much more locked in.
4. Every project I do is tailor-made to fit the specific needs and circumstances of each client. Nothing is off-the-shelf.
5. With per-project pricing, the consultant needs to set the price high so they are covered if things don't go according to plan. Now, with fundraising consultants in particular, it's still worth it, since this kind of help pays for itself many times over. But with per-hour pricing I don't have to inflate anything.
6. Though I price my work per hour, I still provide non-binding estimates in my *Proposals*, so the client knows generally what to expect.
7. I know I could earn more with per-project pricing, but I come to this work with a sense of ministry commitment. It's the Lord Christ whom I serve (Colossians 3:24).