


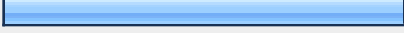
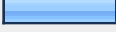
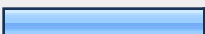
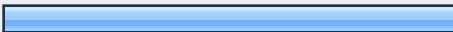
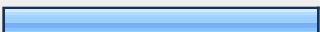
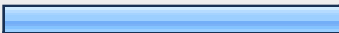






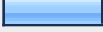
# Planner Pricing Survey

1. Which of the following is your primary pricing model?			
		Response Percent	Response Count
Marking up vendors		8.9%	9
Commissions		1.0%	1
Fee as a % of Budget		11.9%	12
<b>Flat/Project Fee</b>		<b>61.4%</b>	<b>62</b>
Hourly or Daily Fee		16.8%	17
		<i>answered question</i>	<b>101</b>
		<i>skipped question</i>	<b>1</b>

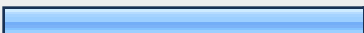
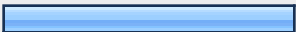
2. Do you usually accept commissions from vendors or venues?			
		Response Percent	Response Count
Yes		30.7%	31
<b>No</b>		<b>69.3%</b>	<b>70</b>
		<i>answered question</i>	<b>101</b>
		<i>skipped question</i>	<b>1</b>

3. If you accept commissions from vendors or venues, do you usually disclose this fact to your clients?			
		Response Percent	Response Count
Yes		48.5%	33
<b>No</b>		<b>51.5%</b>	<b>35</b>
		<i>answered question</i>	<b>68</b>
		<i>skipped question</i>	<b>34</b>

**4. What is your hourly rate? If you do not charge this way, what would you charge per hour if you absolutely had to?**

		Response Percent	Response Count
\$49 or less per hour		8.0%	8
<b>\$50-99 per hour</b>		<b>40.0%</b>	<b>40</b>
\$100-149 per hour		25.0%	25
\$150-199 per hour		12.0%	12
\$200 & up per hour		15.0%	15
		<b><i>answered question</i></b>	<b>100</b>
		<b><i>skipped question</i></b>	<b>2</b>

**5. Do you usually track how much time you spend on each client?**

		Response Percent	Response Count
Yes		55.4%	56
No		44.6%	45
		<b><i>answered question</i></b>	<b>101</b>
		<b><i>skipped question</i></b>	<b>1</b>

**6. How often do you take on a client for less money than you would like, just to get the job?**

		Response Percent	Response Count
Never		3.0%	3
<b>Once in a while</b>		<b>62.4%</b>	<b>63</b>
Fairly often		28.7%	29
Most of the time		5.9%	6
		<b><i>answered question</i></b>	<b>101</b>
		<b><i>skipped question</i></b>	<b>1</b>