Exercise: What Is Your Time Worth?

What is your current schedule?
• M-F, Weekly

What is your ideal schedule? Weekly? Daily?
• Entrepreneurial Time Management System
• Play – 60% | Prep – 20% | Flex – 20%

What is your number? Cost vs. Value
• What is your time worth? | Cost = Time-Based | What am I willing to receive?
• What is your value worth? | Create = Value-Based | What am I able to create?
  o Expertise: I can do that
  o Efficiency: I can do that faster
  o Collaborative: I can do that with or for you
  o Complimentary: I can add value

Create Your Own Demand

Pricing | How Do You Want To Get Paid?
• Hourly Rate
• Project-Based
• Salary / Retainer
• Commission (revenue-share)
• Ownership (equity)

What is your ultimate goal?