

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?
 - Expertise: I can do that
 - Efficiency: I can do that faster
 - Collaborative: I can do that with or for you
 - 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?