



Saugeen

Economic Development Corporation
A Community Futures Development Corporation

Our location:
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Neustadt, ON, N0G 2M0

Map Directions:
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We provide the opportunity to work with a business trainer and interact with other business owners to gain new ideas, growth strategies and success tools.

In-House Workshops

Pricing Your Products & Services



Whether you are starting a new business or have been operating for a while, you need to be sure you are getting paid what you are worth, and that your customer is getting good value for their money. Learn how to calculate what to charge for your time, labour, materials, equipment, skill and expertise, as well as your overhead costs.

- *Learning why the competition charge what they charge*
- *Understanding the value proposition of your service*
- *Knowing how customers perceive your service*
- *Evaluating the time trade-off for the customer*
- *Generating the kind of income you expect*
- *Billing time versus non-billed time*
- *Calculating your overhead costs*

Thursday, October 18th, 2018

9:30 AM – 12 Noon

Business trainer Cliff Bilyea will bring his years of experience as a business teacher and consultant and help you understand the formula for pricing your products and service. Bring your questions and join us for this informative session!

Pre-registration required/\$35 per session
“No Charge for Business Excellence Training Program Clients”