


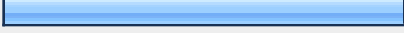
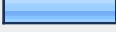
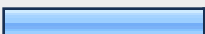
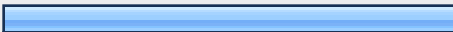
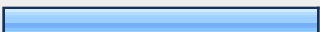
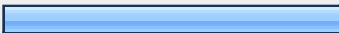






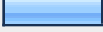
Planner Pricing Survey

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
Flat/Project Fee		61.4%	62
Hourly or Daily Fee		16.8%	17
		<i>answered question</i>	101
		<i>skipped question</i>	1

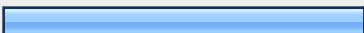
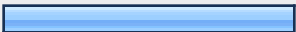
2. Do you usually accept commissions from vendors or venues?			
		Response Percent	Response Count
Yes		30.7%	31
No		69.3%	70
		<i>answered question</i>	101
		<i>skipped question</i>	1

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
No		51.5%	35
		<i>answered question</i>	68
		<i>skipped question</i>	34

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
\$50-99 per hour		40.0%	40
\$100-149 per hour		25.0%	25
\$150-199 per hour		12.0%	12
\$200 & up per hour		15.0%	15
		<i>answered question</i>	100
		<i>skipped question</i>	2

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
		<i>answered question</i>	101
		<i>skipped question</i>	1

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
Once in a while		62.4%	63
Fairly often		28.7%	29
Most of the time		5.9%	6
		<i>answered question</i>	101
		<i>skipped question</i>	1