

TIP OF THE MONTH FOR CHEMICAL CONSULTANTS

PRICING YOUR CONSULTING SERVICES – PART I

By William Golton, PhD, [Chemical Consultants Network](#)

One of the first questions raised when considering a consulting practice is how much to charge clients. You should keep in mind that an independent consultant only gets paid for time worked. No vacation pay, no sick pay, no pay for time spent trying to get work, no pay for your administrative work. And you have to finance your own benefits, such as health insurance, retirement set-asides, etc, plus various other business expenses.

If you are famous and practically unique in your area of expertise, you can probably charge anything you wish; \$500 -\$1000 per hour is not unheard of. But for the rest of us, a good rule of thumb is to try to average two to three times your income in industry, reduced to hourly pay. For example, if your annual income was \$110,000 when you left your last employer, which comes to about \$50 per hour, you might aim for fees based on \$125 per hour on the average. “On the average” considers that your fee may vary, depending on the size and nature of the assignment. Stay tuned for next month’s tip on the second series of how to price your service – assessing the work.

Link to selected published resources on how to price consulting fees [here](#).