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## Register Today!

On the CSMPS "New Website"

**November 21, 2012**

### Four Seasons Hotel

791 West Georgia Street, Vancouver

Registration/Breakfast 7:30 am

Seminar 8:00 to 9:00 am

### Pricing

**\$65.00 Members**

**\$85.00 Non-Members**



**This seminar is eligible for 1.0 AIBC  
Non-core Learning Unit (LU)**

**PRE-REGISTRATION required.**

**Register now at [www.csmps.com](http://www.csmps.com)**

## Join CSMPS today

### Get Involved!

Have Ideas to Share?

Talk to us.

### CSMPS Board

Angela Kirkham, President

[akirkham@fenixenergy.com](mailto:akirkham@fenixenergy.com)

CSMPS presents

## Getting the Fees you Deserve

**Wednesday November 21, 2012**

Many professional service firms struggle with how to get the fees they deserve.

The dilemma: charge too little and you risk profitability and being labelled as the 'bargain basement' provider. Charge too much and you run the risk of losing a potential client.

Learn how to ask for, and get, the fees you deserve. You will be introduced to a straightforward approach to prepare for those client facing conversations in which your fees are set and will learn practical skills you can put into action immediately. You do not need a sales background; you simply need a good plan, a few solid questions, and the ability to listen intently to what your client is telling you.

Getting the fees you deserve begins with you and your client talking openly about why your services, why now, and how they believe you can be of help to them. During this presentation you will learn how to guide a conversation around:

- The specific value they wish to realize by entering into a relationship with you,
- Which of those areas of value are most important to them, and
- Where and how the value they desire and the fees you are quoting intersect.

Marie Rice, Vice President  
[marie@kison.com](mailto:marie@kison.com)

Kristine Majlath, Secretary/Treasurer  
[kmajlath@b-t.com](mailto:kmajlath@b-t.com)

Brenda Truong, Director  
[brenda\\_truong@golder.com](mailto:brenda_truong@golder.com)

Joan Carter, Director  
[jcarter@kwl.ca](mailto:jcarter@kwl.ca)

Lovleen Brar, Director  
[lovleen\\_brar@golder.com](mailto:lovleen_brar@golder.com)

Dorothy Sitek, Director  
[dsitek@generationcommunications.ca](mailto:dsitek@generationcommunications.ca)



Rob Malec is the President of Vancouver-based organization, [Businessworks Consulting Inc.](#) Since 2001; he has been helping his clients increase their company's revenue while operating more effectively as an organization. His work includes providing management consulting, mentoring, and facilitation services and has worked with clients including BC Hydro, Intrawest, CIBC, Purolator Courier, GE Capital Leasing, and Telus.

Rob has 23 years of sales and business development experience. Rob is an active keynote speaker to the business community, and business columnist and has a wealth of teaching and facilitation experience, having travelled across North America teaching leadership, sales and coaching skills.

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#### **Cancellation Policy**

Due to the financial commitments CSMPS must incur to provide our members with quality programming, cancellations are accepted until 3 business days prior to the event. No-shows and cancellations after this deadline will not be refunded. Thank you for your understanding and respect for this policy.

**Canadian Society for Marketing Professional Services (CSMPS)**  
PO Box 30616, 47A - 4567 Lougheed Hwy, Burnaby, BC V5C 6J5

T| 604 818 6614  
E| [info@csmps.com](mailto:info@csmps.com)

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