

# Fee Proposal Workshop

By BlueTurtle Consulting

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Australian  
Institute of  
Architects

Hobart - 9am - 5pm Mon 27 November  
Full Day Seminar - \$35



## Fee Proposal Workshop

What is the best way to propose and negotiate design fees? Conducted by Blue Turtle, a consultancy that helps design firms achieve more financial success by adopting a new pricing strategy, the full-day workshops will teach participants how to write fee proposals that:

- increase fee levels
- raise conversion rates
- avoid scope creep
- write successful fee proposals

Blue Turtle Consulting combines research from the fields of fee psychology, behavioural finance, fee negotiations with consultants' own personal experiences of proposing and negotiating design fees.

**Workshop registration is strictly limited to 16 and offers 7.0 Formal CPD points. Lunch provided, too.**

**Hobart:** 9am-5pm Monday 27 November  
Centre for Architecture, 1/19a Hunter St  
[BOOK NOW](#)

Cost: \$15.00

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***This seminar is subsidised via a Grant from the Tasmanian Government***