

## Writing and Ghostwriting – Rates and Terms

When I write for you, we both want my best efforts, so my prices are structured to provide you with the best value while making it worth my while to do the work. My rates are in the low-to-mid range, as determined by the US Writers' Market and the Periodical Writers of Canada.

Turnaround times will depend on the condition of the raw materials. Have you done the research or is that my job? Am I starting from scratch or fixing something you have written? (Sometimes starting an article or speech from three clear bullet points is easier and faster than tidying up a document someone else has already written.) I like projects that move quickly – since I love to see the finished product!

Based on years of experience, I charge by the page, rather than by the hour or by the project. This provides both flexibility and control. You determine how large the project will be and know the costs, up front, rather than wondering about how long it will take me to write. For me, counting pages is much easier than keeping track of my hours. And if the scope of the project changes as we go along, we discuss its impact on the final page count before proceeding.

### Rates (US dollars)

- Book ghost writing: \$50 per double-spaced page
- Corporate writing: \$100 per double-spaced page
- Speech writing: \$50 per minute or double-spaced page
- Copy Editing: \$7 per double-spaced page.
- Research: \$20-40 per hour, depending on complexity

### Turnaround time

- One-to-two weeks on speeches
- Six months or less on other projects, depending on size and scope

### Research

- You provide detailed notes or a detailed outline.
- I can interview you and others, as required, for an extra fee.

### Editorial review

- My fee includes up to two rounds of changes on the spelling, grammar, word choice, and punctuation of the completed work.
- Extra changes are subject to basic copy editing costs.
- New pages are subject to basic ghostwriting costs.

### Payment

- On small projects, I bill when the project is complete.
- On books and other large publications, I bill 25% at the beginning of the project, 25%, at each of the halfway and three-quarters finished points, and 25% when we are through.
- You can pay by cheque or through my web site by VISA, MasterCard or PayPal.

These are guidelines. After we discuss your project and, most importantly, its current state, I'll have a better sense of what you need from me as your writer. Once I know the nature and scope of the work, I'll put a formal proposal together with a detailed work agreement.

I look forward to talking with you soon about your project and how we can bring it to life.