



# **The Basic Guide to Pricing Your Craftwork: With Profitable Strategies for Recordkeeping, Cutting Material Costs, Time & Workplace Management, Plus Tax**

*James Dillehay*

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One of the most often asked questions from craftpersons selling their work is "How much should I charge?" Whether you have been in business or just starting, this step-by-step guidebook will help you answer that question. You'll get:

Ways to raise the perceived value of your work and charge more

Basic formulas for pricing craftwork, retail or wholesale

How to use pricing strategies to increase sales

How to price one-of-a-kind pieces

How to know if you are really making a profit

How to keep records, with sample forms you can copy

How to get the most profit out of every hour

Legal ways to cut your tax bills and boost your net income

More ways to boost your cash income than you ever imagined



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