

MODULE 4 QUESTIONS

Module 4 in my book will provide context and examples to help you answer these questions below.

List below the ways you can monetize a pro bono speech:

What four(4) criteria outlined in the book will help you determine "when" to charge?

What are ways you will maximize your speaking fee?

What are ways you will determine how "much" to charge?

Thinking of your target audience, write below what your speaking fee will be and what that includes:

In the book I outline a process leading you from inquiry to contract payment. List those five(5) steps below:

The following speech inquiry comes to you via email ... write below your response:

"Hello! I am interested in having you speak for our upcoming meeting. Please send information about your availability. Thank you!"

I have a phone script template for future inquiries.

Yes No

I have a speaking proposal template ready.

Yes No

I have a contract template ready.

Yes No

I have an invoice template ready.

Yes No

***After completing this document, SAVE and SEND to Kevin@KevinCSnyder.com
Also, be sure to review Module 4 Checklist at the conclusion of Module 4.***