From Hourly to Value-Based Pricing

November 11, 2026
A transition plan for packaging professional services around client value rather than tracking only hours.

What this guide covers

- Review current work, time, and the problems clients need solved.
- Shape a defined offer and consider how to price and present it.
- Plan delivery, sales conversations, and a staged transition.

Who this is for

For consultants and independent professionals reconsidering how they package and sell services.

Putting the ideas to use

Use the exercises to develop a testable offer while checking pricing assumptions against your own costs and market.

Book details

Format: Guide. Pages: 16. Words: 2231.

Download availability: After payment, download the complete ZIP package or the included PDF separately.