



# ROI for Speakers

## How will I be paid for this event?

- \_\_\_ My standard fee
- \_\_\_ Resource table
- \_\_\_ Other opportunity: a new partnership, connections to other events

## What factors balance a potential fee cut?

- \_\_\_ Sleeping in your own bed
- \_\_\_ Friendship factor
- \_\_\_ Reciprocity/bartering
- \_\_\_ The chance to pilot something
- \_\_\_ An opportunity to invest in a cause

## What factors bring ROI into the red?

- \_\_\_ Presumptuous fee asks
- \_\_\_ Too many extras required for no pay
- \_\_\_

## What are my deal-breakers?

For a free download of "15 Surefire Ways to Grow Your Speaking Ministry" and free weekly email tips for speakers and writers, click here and enter your email address or go to <http://bit.ly/2oj9jx1>.