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The Woodworker's Guide to Pricing Your Work Dan Ramsey, 2005-04-01 You're thinking about selling your woodworking projects but what should you charge for them? How can you set a price that's too good to pass up without selling your work short? Dan Ramsey answers these questions and more in this newly revised edition of his woodworking standard. Using updated advice and information, he shows you how other woodworkers set their prices and sell their products, including crafts, carvings, folk art, turnings, clocks, furniture, and cabinetry. Turn your hobby into a profit center as you learn how to estimate your average materials cost per project, determine the value of your woodworking skills, increase your income without sacrificing your work's quality or your enjoyment, sell customers on the value of your work, not the price, negotiate for fun and profit, build repeat and referral business, develop the right business image and marketing plan, manage your budget and cash flow, market your work at craft fairs and through retailers. Ramsey also includes a wide variety of business forms and planning sheets you can copy for your own use. So what's the bottom line? Including this book in your woodworking library will add the art and craft of pricing to your woodworking skills and money to your bank account. [The Woodworker's Guide to Pricing Your Work](#) Dan Ramsey, 2001-03-15 Readers will find out how to set prices and sell their products with this revised comprehensive pricing guide from author and woodworker Dan Ramsey. They'll learn how to calculate the value of their time, materials, and craftsmanship, ensuring that the price they get for their work is fair and profitable. They'll also find a wide variety of sample business forms and planning sheets, along with information on estimating average materials cost per project, determining the dollar value of their woodworking skills, increasing their income without sacrificing quality or enjoyment, selling customers on the value of their work, not the price, building repeat and referral business, developing the right business image and marketing plan, managing a budget, marketing their work at craft fairs and through retailers. Dan Ramsey is the author of over forty home improvement and how-to titles. He lives in Reedsport, Oregon.

The Crafter's Guide to Pricing Your Work Dan Ramsey, 1997 Designing a booth for craft shows and more. **Popular Woodworking Pocket Shop Reference** Tom Begnal, 2006-08-03 Your personal research assistant. Anyone who works wood knows that the craft veers into math, biology, and chemistry. You often have to compute some odd joint angle, calculate the amount of wood movement in a panel, choose appropriate metal hardware, or select the proper adhesive or finish for the job at hand, to name just a few examples. Fortunately, you no longer have to spend hours laboring over magazines and books for this kind of information. A quick look at the table of contents in this little compendium shows that it's crammed with exactly the kind of answers a woodworker needs to have on hand. It includes common geometry equations, math conversion tables, standard furniture dimensions, shelf load limit charts, a glossary of joints, properties of various woods, adhesives, finishes, and lots more. The best thing is that all the information is at your fingertips and easy to find, making this one of the hardest working little shop helpers you could hope to have. **The Woodworkers's Guide to Pricing Your Work** Dan

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