



The Timesheet Trap: How hourly rates are killing your consulting business

Mr Anthony G English

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If you're a consultant, especially in IT, you're very likely to be charging for your time, and probably are billing by the hour.

This is what is called **The Timesheet Trap**, because you are getting paid based on timesheets, rather than for the value you give to the end client.

In this book, Australian IT consultant **Anthony English** explains why you should get paid for the knowledge and value you bring to the end client, rather than for the time you spend.

Charging by the hour can be damaging to the client / consultant relationship because it centres around agreeing (or arguing) about chargeable hours and the hourly rate.

This book would be valuable for you if:

This book is not a step-by-step guide on how to move away from hourly rates, but it will greatly help you see how much the hourly billing is harmful to your value for your clients. *Anthony English is a husband, father of seven children and an IT guy who is learning how to sell his expertise on IBM Power Systems without being appearing too salesy.*

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