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Implementing Value Pricing: A Radical Business Model for Professional Firms (Wiley Professional Advisory Services) by Ronald J. Baker (25-Jan-2011) Hardcover [Ronald J. Baker] on Amazon.com. \*FREE\* shipping on qualifying offers. Implementing Value Pricing: A Radical Business Model for Professional Firms (Wiley Professional Advisory Services) by Ronald J. Baker (25-Jan-2011) Hardcover

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""Ron Baker is a revolutionary. He is on a radical crusade to align the interests of service providers with those of their customers by having lawyers, accountants, and consultants charge based on the value they provide, rather than the effort it takes. Implementing Value Pricing is a manifesto that establishes a clear case for the revolution. It provides detailed guidance that includes not only strategies and tactics, but key predictive indicators for success.

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CHAPTER 19 Price-Led Costing Replaces Hourly Billing - Implementing Value Pricing: A Radical Business Model for Professional Firms [Book] CHAPTER 19. Price-Led Costing Replaces Hourly Billing. Innovation requires builders not bean-counters, and the last person who should be running something is the man who controls the costs.

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Implementing Value Pricing: A Radical Business Model for Accounting Firms. Ron Baker, the author of Professional's Guide to Pricing, The Firm of the Future: A Guide to Accountants, Lawyers, and Other Professional Services, Implementing Value Pricing: A Radical Business Model for Professional Firms, and more, has recognized that there is a problem with the current business model for pricing that many professional firms use: the billable hour.

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IMPLEMENTING VALUE PRICING. A Radical Business Model for Professional Firms. An overwhelming majority of professional firms price their services by the flawed hourly billing method. This method is outdated, suboptimal, and driving the best and brightest out of the professions.

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Implementing Value Pricing : A Radical Business Model for Professional Firms, Hardcover by Baker, Ronald J., ISBN 0470584610, ISBN-13 9780470584613, Brand New, Free shipping in the US "The overwhelming majority of professional firms price their services by the antiquated hourly billing method, a method with many flaws.

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noble callings the predominant method of pricing for their services is not worthy of them implementing value pricing a radical business model for professional firms author custom ronald j baker an overwhelming majority of professional firms price their services by the flawed hourly billing method this method is outdated suboptimal and

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It reflects the client's perception of the value he or she receives from the services that a firm provides, Baker explains in his book Implementing Value Pricing: A Radical Business Model for Professional Firms. This value to the client may be in the form of tax savings, increased profits, having a trusted adviser to call upon, or simply having a professional do the work.

### **How to get started with value pricing**

Facts101 is your complete guide to Implementing Value Pricing , A Radical Business Model for Professional Firms. In this book, you will learn topics such as as those in your book plus much more. With key features such as key terms, people and places, Facts101 gives you all the information you need to prepare for your next exam.

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Implementing Value Pricing: A Radical Business Model for Professional Firms has been in the making since my first book was published in July 1998. I

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also understand it is now being shipped by Amazon. It will probably take another month or so before it's available in the UK, Australia, Canada and New Zealand.

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