

Pricing strategies for freelance translators—Resources

Links to help with setting your prices:

- ◆ Free timer and record keeper: <http://www.toggl.com>
- ◆ RescueTime: <http://www.rescuetime.com>
- ◆ Proz.com rates calculator: <http://www.proz.com/translator-rates-calculator/>
- ◆ CAL Pro for US: http://www.atanet.org/business_practices/calpro_us.xls
- ◆ CAL Pro for UK: http://www.ecpdwebinars.co.uk/sitefiles/19/7/5/197552/CalPro_v1_3_EN-GB.xls
- ◆ Freelance Hourly Rate Calculator: <http://motivapp.com/freelance-hourly-rate-calculator>

Surveys:

- ◆ Chartered Institute of Linguists and Institute of Translation and Interpreting – 2011 Rates and Salaries Survey for Translators and Interpreters: http://qplus.qmul.ac.uk/pluginfile.php/1078/mod_resource/content/1/Rates%20and%20salaries%20survey%202011.pdf
- ◆ ATA Translation and Interpreting Compensation Survey (out of print and no longer available, link to summary from 2007): http://www.atanet.org/docs/compensation_survey_2007.pdf
- ◆ BDÜ Rate Survey 2013 – only available in German, but great summary by Kevin Lossner at Translation Tribulations here: <http://www.translationtribulations.com/2013/03/its-2013-latest-bdu-rate-survey.html>
- ◆ Proz.com Community rates: <http://search.proz.com/employers/rates>

Blog posts for more pricing info:

- ◆ Determining your rates and fees as a translator: http://wiki.proz.com/wiki/index.php/Determining_your_rates_and_fees_as_a_translator
- ◆ Rates—Green, yellow, red zone: <http://thoughtsontranslation.com/2014/03/14/rates-think-green-zone-yellow-zone-red-zone/>

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Blog posts for more pricing info:

- ◆ Billing by the word, the hour or the project: <http://thoughtsontranslation.com/2012/11/08/billing-by-the-word-the-hour-or-the-project/>
- ◆ Pricing strategies for translators and interpreters: <http://linguagreca.com/blog/2013/09/pricing-strategies-for-translators-and-interpreters/>
- ◆ Are you charging what you're worth?: <http://www.translatorsacademy.com/resources/>
- ◆ How to raise your freelance rates—the complete guide: <http://www.talentedladiesclub.com/all-help/raise-freelance-rates-complete-guide/>
- ◆ How to get paid what you're worth and other negotiation tips: <http://99u.com/articles/7239/how-to-get-paid-what-youre-worth-other-negotiation-tips>

Educating clients on buying translations:

Translation: Getting it Right! A guide to buying translation: http://www.atanet.org/publications/Getting_it_right.pdf

Link to podcast interview on pricing strategies:

Pricing strategies for freelance translators—Interview with Gwenydd Jones: <http://marketingtipsfortranslators.com/podcast/episode-019-pricing-strategies-freelance-translators-interview-gwenydd-jones/>

Tips on pricing strategies, negotiation and raising prices for translators: <http://marketingtipsfortranslators.com/episode-30-tips-pricing-strategies-negotiation-raising-prices-translators/>

For more information on marketing strategies, pricing and marketing tools, check out: [Marketing Cookbook for Freelance Translators—Foolproof Recipes for a Successful Freelance Career](#)