

## Freelance Calculator

**Author :** Morgan Fraser

**Date :** October 31, 2013

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There are vague guidelines regarding negotiation strategies around what you can charge at each career 'level' – but in truth it is often a careful calculation between what you want and what you think you can get for the project.

It is as dangerous to under-charge as to over-charge... over-estimating your daily rate can price you out of the market and you lose the gig, under-charging however can undermine your experience, make your services seem too junior, seem naive to market forces and allow clients to think you are a push over.

That's why Strat-Talking.com has teamed up with AddedBytes to provide you with the below, the only freelance calculator you will ever need - full visibility, full understanding and fully loaded with all the detail you need to quote your rate.

Daily Rate		£
Item	Days	Income
1 Year	+ 365	£36,500
Weekends	- 104	£26,100
Holidays	-	£23,100
Sickness	-	£22,600
Sales & Admin ( %)	- 45	£18,100
Unpaid Time ( %)	- 9	£17,200
Total Income (annual)		£17,200
Total Income (monthly)		£1,433
Expense	Amount	Income
Professional Services	- £	£16,200
Hardware	- £	£15,200
Software	- £	£14,200

Office	- £	£11,700
Sales	- £	£10,700
Insurance	- £	£10,450
Miscellaneous	- £	£7,950
Total (less expenses) (annual)		£7,950
Total (less expenses) (Monthly)		£663
Tax ( %)	- £1,988	£5,963
Net Income (annual)		£5,963
Net Income (monthly)		£497

**Please Note:** Many expenses will be deducted before tax, but some may not be - this tool provides an estimate for net income, but for an actual calculation you should always speak to an accountant.