



Closing the deal...

Serious about this?



Software Development **is** serious!



Knowledge is power

Invest in YOU

Invest in your FUTURE

LPA Program - JOIN IT!



Expose your **skill** and become known.



The only catch is **YOU!**



“We need an application that collects demographic data, and then distributes a report of percentages to selected individuals based on the results of the report.”



Which answer would you reply with:

1. Yes I can do that, and the price will be \$9,500 and it will take me 45 days to deliver it.
2. Certainly, may I take your business card and get back to you at a later date with some questions.
3. Certainly, would you mind sitting down over a cup of coffee and discussing what amount of data we are talking about and how many users are in your organisation.



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Show Interest in the project.

Take the time to listen.

Use the opportunity to judge the scale of the need.

Set ground rules



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Show Interest in the project.

Why?

Client is investing in you.



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Take the time to listen.

Don't presume.

Listen.



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Evaluate

Realistic?

Can you do it?



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Development Process

Time Duration

Support Expectancy

Pricing / Source Ownership



Source Ownership Options

Client (Source)

Developer (LassoApp)

Joint (Sponsorship)



Joint (Sponsorship)

Developer and Client Owned

2 Year Duration

Break Away



Initial Quotation

Present it

Talk through it

Get confirmation



Pricing Structure

By Hour

By Day

By Project



Payment Structure

25% before development

50% on beta release

25% on sign off



Next.....

