



Office of Partnerships
Career Development Services
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PRODUCT & TRANSPORTATION DESIGN FREELANCE

Things to Think About...

It is in your best interest to have a contract to ensure that both you and the client agree on the terms of the project.

- Calculating fees: "generally" \$30-\$40/hr depending on the project. Keep in mind expenses, travel, supplies, delivery timeframes (tighter windows may mean higher fees), usage, kill fees (if the project is cancelled, you need to get paid for the work you have completed) and scope of the project (sketches vs. digital modeling (higher fees here), etc).

Payment Scenarios:

- You may choose to receive payments in agreed upon installments at the completion of each phase of the project.
- You may elect to add a bi-weekly payment schedule into your contract- invoicing the client every two weeks.

Non-Compete Agreements:

A non-compete clause or covenant not to compete (CNC), is a term used in contract law under which one party (usually an employee) agrees to not pursue a similar profession or trade in competition against another party (usually the employer). Be aware of what you are signing.

When necessary, consult a Intellectual Property lawyer:

www.lawyers.com/Intellectual-Property/Michigan/law-firms.html

Books & Resources

- www.apdf.org - Contract Terms and Conditions Reference For Product Design Consultants
- *Business and Legal Forms for Industrial Designers* by Tad Crawford, Eva Doman Bruck and Carl W. Battle
- www.legalzoom.com/ - Trademarks, Copyright, Patents, Incorporation, LLC's and more
- *Talent is Not Enough: Business Secrets for Designers* by Shel Perkins