



## Derek Schmitz 2024 Comprehensive Rate Hub

(updated: 2023/12/04 22:00:54, effective 2024/01/01 00:01:00)

### Entities Served/Special Exceptions:

- General Public: no specials
- Registered non-profit organizations<sup>1</sup>: 50% off all services, no tax
- Small organizations<sup>2</sup>: 65% of general rate, no deposit, tax added
- Government: \$31.25/hr, no tax (all services)
- Low income individuals<sup>3</sup>: \$15/hr pre-tax

### Services:

- Speaking<sup>4</sup>
  - Single-day Virtual Speaking
  - Multi-day Virtual Speaking
  - In-person Speaking
- Consulting
  - Virtual Consulting
  - In-person Consulting<sup>5</sup>
- Government Services
- Writing
- Individual Advocacy

Service descriptions may be found at [go.derekschmitz.com/advocacy](https://go.derekschmitz.com/advocacy).

## Pre-Booking Consultation:

Hi there, I am honored to have the opportunity to introduce you to myself and my services! In this **free 15-minute consultation**, we'll introduce ourselves to each other, discuss your goals and needs from my services, and create a plan for the next steps that leave everyone happy and excited to get to work! Book your consultation [here!](#)

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### Deposits:

Service	Deposit (non-refundable)	Applies to:
Virtual Speaking	\$35	General/Non-profit
Multi-day Virtual Speaking	\$125	General/Non-profit
In-person Speaking	\$125	General/Non-profit
Virtual Consulting	\$25	General/Non-profit
In-person Consulting	\$25	General/Non-profit
Government Services	\$15	Government
Writing	\$25	All entity types

## Rates:

Service	Organization Type	Rate	Includes:
Virtual Speaking	General Public	\$40/hr	Prep and speaking
Virtual Speaking	Small Organizations	\$26/hr	Prep and speaking
Virtual Speaking	Non-Profit	\$20/hr	Prep and speaking
Multi-day Virtual or In-Person Speaking	General Public, Non-Profit, Small Organizations	\$250/day	Flat rate for speaking days only
Multi-day Virtual or In-Person Speaking	General Public	\$40/hr	Prep only
Multi-day Virtual or In-Person Speaking	Small Organizations	\$26/hr	Prep only
Multi-day Virtual or In-Person Speaking	Non-Profit	\$20/hr	Prep only
Virtual Consulting	General Public	\$40/hr	Prep and consultation
Virtual Consulting	Small Organizations	\$26/hr	Prep and consultation
Virtual Consulting	Non-Profit	\$20/hr	Prep and consultation
In-person Consulting	Alabama General Public	\$40/hr	Prep and consultation
In-person Consulting	Alabama Small Organization	\$26/hr	Prep and consultation
In-person Consulting	Alabama Non-Profit	\$20/hr	Prep and consultation
Government Services	Government	\$31.25/hr	All services and prep (Speaking and Consulting)
Individual Advocacy	General Public (Individuals)	\$15/hr	Prep and consultation
Writing	General Public, Non-Profit, Small Organizations, Government	\$0.10/word	All typed words

## In-Person Fees:

- Face value travel expenses for Derek + one support person
    - If driven, a charge of \$0.655 cents will be added per mile each way.
      - If ridesharing is used, the cost will be added to the invoice.
    - If a flight or hotel is required, Clients may either:
      - Accept and pay an amended deposit to cover the cost of travel upfront
      - Book travel and accommodations on behalf of Derek + support person
      - **NO FLIGHT OR HOTEL WILL BE BOOKED UNLESS PREPAID BY CLIENT**
  - Per diem food rates from General Services Administration will be added to the invoice
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## Accepted Payment Methods:

- Wave Payments - Bank (Preferred for virtual engagements): Select "Review and Pay" and enter your bank account information
  - Wave Payments - Card (Preferred for in-person engagements): Authorize Derek to charge the invoiced amount to a card you provide. Payment will be processed immediately, on-site.
  - Wave Payments - Card (after event): Select "Review and Pay" and enter your credit/debit card information (Accepts Apple Pay, Visa, Mastercard, or Discover)
  - Check or money order: mail to Derek Schmitz at the address at the top of your invoice
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## Taxes and Payment Fees:

Standard tax: 15.3% (applied unless tax-exempt)

All clients will be asked to select a payment method upon submission of signed contract and additional surcharges will be applied accordingly:

- Check/money order: no additional fees
- Card Online Payment Surcharge: 3% + \$0.60
  - Charged as: Card OPS + Standard Tax: 18.3% + \$0.60
- ACH (Bank) Online Payment Surcharge: 1% + \$1.00
  - Charged as: ACH (Bank) OPS + Standard Tax: 16.3% + \$1.00

## Payment Terms:

Payment is due on a Net 45 basis from the date of issue, typically 1 day after the event. If the payment is over 7 days late, a \$100 late fee will be added to the total bill for up to three months, at which time legal action may be taken for non-payment.

Clients are entitled to a copy of the time sheet Derek uses for their project. It will be shared as a link in the Notes/Terms section of the invoice.

After full payment is received and processed, Derek will provide clients a copy of a Statement of Account indicating a zero balance. Payments reflected in the amount of \$0.00 are notes on the account for payment tracking purposes. Those notes may be reviewed by clicking the invoice number, then viewing the Receipts tab.

If paying by check: The check should be sent before the due date. It is the Client's responsibility to reply to the invoice email once the check has been sent notifying Derek to expect it, then an update will be made to the invoice to reflect the send date. Failure to notify upon the mailing of the check may result in late fees if the check is received after the due date.

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## Endnotes

1. Proof of nonprofit status required
2. Organizations verifiably composed of five or fewer individuals
3. Individuals whose income is 150% or less of the federal poverty line
4. If a flat rate honorarium is presented and deemed acceptable, it will take precedent over rates listed in this hub.
5. In-person consulting limited to Alabama ONLY.