

## #EntreArchitectChat Twitter Chat for November 14, 2012

Moderated by Mark R. LePage, AIA, LEED AP (@EntreArchitect)

TweetID	From User	Tweet	Time
2.68919E+17	larryfredlund	#EntreArchitectChat. Great idea...twit chat. My first. 007 flick won my attention tho! I work for an ALDB firm, till then. #aiamp	Thu, 15 Nov 2012 03:31:30 +0000
2.68919E+17	falloutstudio	Missed the #entearchitectchat because I was watching Diller/scofidio/renfro on #rooftop an #architecture # <a href="http://t.co/wqLBSsJL">http://t.co/wqLBSsJL</a>	Thu, 15 Nov 2012 03:29:12 +0000
2.68914E+17	shamit	@Parthenon1 @EntreArchitect is there going to be a transcript of today's #EntreArchitectChat	Thu, 15 Nov 2012 03:10:19 +0000
2.68914E+17	shamit	@Parthenon1 @EntreArchitect just came to know about #EntreArchitectChat topic was very relevant for architects all over the world.	Thu, 15 Nov 2012 03:09:34 +0000
2.68912E+17	EntreArchitect	Thanks for chatting. Until next week... #EntreArchitectChat	Thu, 15 Nov 2012 03:04:11 +0000
2.68912E+17	zdevans	œ@EntreArchitect: We turn down clients often. Initial mtg is a screening for both client & architect. Must be good fit. #EntreArchitectChatœ	Thu, 15 Nov 2012 03:02:42 +0000
2.68912E+17	EntreArchitect	Upcoming topics (no specific dates just yet) Arch Led Design Build, Arch as Developer, Sales and Marketing, Social Media #EntreArchitectChat	Thu, 15 Nov 2012 03:02:02 +0000
2.68912E+17	philh60	It always has before #EntreArchitectChat	Thu, 15 Nov 2012 03:01:23 +0000
2.68911E+17	RevitFamilyMan	@Parthenon1 @EntreArchitect Based on what I™m seeing at our firm, yes. #EntreArchitectChat	Thu, 15 Nov 2012 03:00:35 +0000
2.68911E+17	johndanes	@Parthenon1 It will come back around, don't you think so? #EntreArchitectChat	Thu, 15 Nov 2012 03:00:23 +0000
2.68911E+17	smarttoolsllc	@EntreArchitect yes great chat and topic #EntreArchitectChat	Thu, 15 Nov 2012 03:00:12 +0000
2.68911E+17	EntreArchitect	@Parthenon1 Supply and demand. Fewer architects may not be a bad thing. #EntreArchitectChat	Thu, 15 Nov 2012 03:00:08 +0000

2.68911E+17	zdevans	â€œ@EntreArchitect: Great chat. Lots of very valuable info. See you next Wednesday at 9PM EST. Spread the word. #EntreArchitectChatâ€	Thu, 15 Nov 2012 02:59:58 +0000
2.68911E+17	EntreArchitect	Great chat. Thanks for joining us! Lots of very valuable info. See you next Wednesday at 9PM EST. Spread the word. #EntreArchitectChat	Thu, 15 Nov 2012 02:59:07 +0000
2.68911E+17	Parthenon1	Are there enough emerging architects getting licensed to continue the profession? @EntreArchitect #EntreArchitectChat	Thu, 15 Nov 2012 02:58:46 +0000
2.68911E+17	EntreArchitect	@zdevans We turn down clients often. Initial meeting is a screening for both client and architect. Must be good fit. #EntreArchitectChat	Thu, 15 Nov 2012 02:58:45 +0000
2.68911E+17	csarchitect	It sort of happens on its own, like a bad date! #Entrearchitectchat	Thu, 15 Nov 2012 02:58:38 +0000
2.68911E+17	RevitFamilyMan	Iâ€™ve only been on one proj where this was done; 3 yrs laterâ€; MT @EntreArchitect: A6 We hold final stamped drawingsâ€; #EntreArchitectChat	Thu, 15 Nov 2012 02:58:37 +0000
2.68911E+17	philh60	CA fees must be part of contract fee. If done at end more chance not to collect - hours can easily get out of hand #EntreArchitectChat	Thu, 15 Nov 2012 02:57:46 +0000
2.68911E+17	EntreArchitect	Every Wednesday 9PM EST. #EntreArchitectChat	Thu, 15 Nov 2012 02:57:45 +0000
2.68911E+17	zdevans	#EntreArchitectChat Curious to know how many of us turn down clients that are not a good fit? Especially these days.	Thu, 15 Nov 2012 02:57:27 +0000
2.6891E+17	csarchitect	When do we meet again? Thanks! #Entrearchitectchat	Thu, 15 Nov 2012 02:57:13 +0000
2.6891E+17	EntreArchitect	Any final questions from you? #EntreArchitectChat	Thu, 15 Nov 2012 02:56:21 +0000
2.6891E+17	EntreArchitect	#EntreArchitectChat will end in 5 minutes. #EntreArchitectChat	Thu, 15 Nov 2012 02:55:30 +0000
2.6891E+17	beornborg	@HrivnakAssoc Revit is more affordable now. Revit LT w/ AutoCAD LT is roughly \$1500. Itâ€™s great for small firms. #EntreArchitectChat	Thu, 15 Nov 2012 02:55:10 +0000
2.6891E+17	csarchitect	A6 select good and honest clients as well. #Entrearchitectchat	Thu, 15 Nov 2012 02:54:28 +0000
2.6891E+17	RevitFamilyMan	â€œ@philh60: Be up front with when you expect payment, call to confirm receipt of bill. #EntreArchitectChatâ€ &lt;â€”- this.	Thu, 15 Nov 2012 02:53:45 +0000

2.6891E+17	EntreArchitect	A6 As nice as I am ;- ) I learned many years ago that you can be nice guy, but must be firm when requesting payment. #EntreArchitectChat	Thu, 15 Nov 2012 02:53:16 +0000
2.68909E+17	zdevans	A6 We include payment schedule (list of past/future invoices dates/amts) on every invoice to manage expectations. #Entrearchitectchat	Thu, 15 Nov 2012 02:52:58 +0000
2.68909E+17	EntreArchitect	A6 Review payment terms in contract up front VERBALLY before project begins. Set expectations. #EntreArchitectChat	Thu, 15 Nov 2012 02:51:43 +0000
2.68909E+17	EntreArchitect	A6 Must set expectations up front in contract and stick to finance charge late payment policy. #EntreArchitectChat	Thu, 15 Nov 2012 02:51:09 +0000
2.68909E+17	EntreArchitect	A6 We hold final stamped drawings until paid in full. #EntreArchitectChat	Thu, 15 Nov 2012 02:50:59 +0000
2.68909E+17	EntreArchitect	#EntreArchitectChat will end in 10 minutes. Still time to join us #Architects #EntreArchitectChat	Thu, 15 Nov 2012 02:49:52 +0000
2.68909E+17	Parthenon1	To keel my skills sharp, I agreed to accept what the regular architect had agreed to. To earn new business and market me #EntreArchitectChat	Thu, 15 Nov 2012 02:49:26 +0000
2.68908E+17	philh60	Be up front with when you expect payment, call to confirm receipt of bill. #EntreArchitectChat	Thu, 15 Nov 2012 02:49:12 +0000
2.68908E+17	csarchitect	A6 Net 10 and lots of communication #Entrearchitectchat	Thu, 15 Nov 2012 02:48:55 +0000
2.68908E+17	EntreArchitect	A6 Have considered offering discount for quick turnaround 10 day payment. #EntreArchitectChat	Thu, 15 Nov 2012 02:48:32 +0000
2.68908E+17	csarchitect	It's our fair pay act, and everyone earns fair pay for fair work. #Entrearchitectchat	Thu, 15 Nov 2012 02:48:20 +0000
2.68908E+17	EntreArchitect	Q6 What are some tips for how to get paid faster? #EntreArchitectChat	Thu, 15 Nov 2012 02:47:52 +0000
2.68908E+17	johndanes	@EntreArchitect You are welcome, glad to be with so many Great #AEC people at #EntreArchitectChat	Thu, 15 Nov 2012 02:47:51 +0000

2.68908E+17 philh60	Laid off in11. Best thing that ever happened to meRT @csarchitect: A5 quit a good job and opened my practice in 09/2009. #EntreArchitectChat	Thu, 15 Nov 2012 02:46:41 +0000
2.68908E+17 EntreArchitect	@johndanes welcome. thanks for coming and for all the RTs today #EntreArchitectChat	Thu, 15 Nov 2012 02:46:37 +0000
2.68908E+17 johndanes	@EntreArchitect Hey everyone, just popping in late. Sorry about that! #EntreArchitectChat	Thu, 15 Nov 2012 02:45:47 +0000
2.68908E+17 EntreArchitect	A5 You MUST make a profit to stay in business. Do NOT give away your services! #EntreArchitectChat	Thu, 15 Nov 2012 02:45:37 +0000
2.68908E+17 FiELD9arch	A5 I got started on my own after being laid off due to the recession. So, no my fees have not been reduced. #EntreArchitectChat	Thu, 15 Nov 2012 02:45:32 +0000
2.68907E+17 EntreArchitect	A5 Considered lower fee, but cannot when we do the numbers. Expenses+OH+Profit=Fee #EntreArchitectChat	Thu, 15 Nov 2012 02:45:05 +0000
2.68907E+17 csarchitect	A5 quit a good job and opened my practice in 09/2009. Can't say I cut fees, but I started lower than some. #Entrearchitectchat	Thu, 15 Nov 2012 02:44:49 +0000
2.68907E+17 EntreArchitect	A5 No. Haven't reduced our fees and losing many projects to architects who have. #EntreArchitectChat	Thu, 15 Nov 2012 02:44:26 +0000
2.68907E+17 zdevans	I hear you! Maybe bury summary lesson in proposal ltr? @csarchitect: Wonder if we could have a client education fee??? #Entrearchitectchat	Thu, 15 Nov 2012 02:42:59 +0000
2.68907E+17 EntreArchitect	@zdevans We base on third party estimate after SD, then "lock in" #EntreArchitectChat	Thu, 15 Nov 2012 02:42:16 +0000
2.68907E+17 philh60	Good for you!!! @FiELD9arch: A4 my fees are a bit high though, compared to other architects in town #EntreArchitectChat	Thu, 15 Nov 2012 02:41:48 +0000
2.68906E+17 EntreArchitect	Q5 Have you reduced your fees to be more competitive during the recession? Has it worked? #EntreArchitectChat	Thu, 15 Nov 2012 02:41:18 +0000
2.68906E+17 zdevans	Anyone have thoughts/experience with establishing %fee based on 3rd party cost estimate immediately before bid. #Entrearchitectchat	Thu, 15 Nov 2012 02:39:59 +0000
2.68906E+17 philh60	Or pushed out by contractors and builders with "designers" on staff #EntreArchitectChat	Thu, 15 Nov 2012 02:39:26 +0000

2.68906E+17 smartoolslc	@EntreArchitect happy clients are also return clients #EntreArchitectChat	Thu, 15 Nov 2012 02:38:59 +0000
2.68906E+17 seandburke	CA may be most important phase. Learn from mistakes in the field, and you create better designs, connect w/ reality. #EntreArchitectChat	Thu, 15 Nov 2012 02:38:51 +0000
2.68906E+17 CarolKurth	business costs \$\$\$\$ to run. Insurance, emp benefits, taxes & costs...competition entry fees, photos, website etc #Entrearchitectchat	Thu, 15 Nov 2012 02:38:41 +0000
2.68906E+17 csarchitect	Wonder if we could have a client education fee??? #Entrearchitectchat	Thu, 15 Nov 2012 02:38:38 +0000
2.68906E+17 Parthenon1	@philh60 Additionally, licensed architects are being pushed out in more markets by designers and #AIBD folks. STOP IT. #EntreArchitectChat	Thu, 15 Nov 2012 02:38:16 +0000
2.68906E+17 FiELD9arch	A4 (cont) I think my fees are a bit high though, compared to other architects in town. #EntreArchitectChat	Thu, 15 Nov 2012 02:38:08 +0000
2.68906E+17 EntreArchitect	A5 Charge a "fair fee", which includes fair to YOU. Comment from John Hrivnak, AIA #EntreArchitectChat	Thu, 15 Nov 2012 02:37:39 +0000
2.68906E+17 philh60	Lots of hand holding sometimes needed to get to the end of the project though #EntreArchitectChat	Thu, 15 Nov 2012 02:37:22 +0000
2.68905E+17 FiELD9arch	A4 I feel i get paid enough per job, just not enough jobs to get paid what i need. #EntreArchitectChat	Thu, 15 Nov 2012 02:37:10 +0000
2.68905E+17 csarchitect	Too bad our fee isn't set at the end of the job, when they see the value! #Entrearchitectchat	Thu, 15 Nov 2012 02:37:09 +0000
2.68905E+17 EntreArchitect	A4 Important to have happy clients be references for new clients to help with price-to-value equation of high fee. #EntreArchitectChat	Thu, 15 Nov 2012 02:37:00 +0000
2.68905E+17 EntreArchitect	A4 At the end of the project MOST clients understand value of our services. #EntreArchitectChat	Thu, 15 Nov 2012 02:36:10 +0000
2.68905E+17 csarchitect	A4 it's all about level of service and whether that is recognized. If done right then clients are happy. #Entrearchitectchat	Thu, 15 Nov 2012 02:35:46 +0000

2.68905E+17	EntreArchitect	A4 I do feel we are valued by our clients though #EntreArchitectChat	Thu, 15 Nov 2012 02:35:44 +0000
2.68905E+17	CarolKurth	When you consider from first meeting to CO can be 3 years, even on small project, even larger fees are tight #Entrearchitectchat	Thu, 15 Nov 2012 02:34:29 +0000
2.68905E+17	Parthenon1	@Parthenon1 I don't feel most licensed architects are valued nor paid what we're worth. NEED vast improvement on this! #EntreArchitectChat	Thu, 15 Nov 2012 02:34:22 +0000
2.68905E+17	EntreArchitect	A4 Our fees have always been higher than competition, but still not paid enough for effort and time required. #EntreArchitectChat	Thu, 15 Nov 2012 02:33:47 +0000
2.68905E+17	csarchitect	@EntreArchitect agreed. I always follow up as projects move ahead, and answer ?s for no fee if necessary to keep peace #Entrearchitectchat	Thu, 15 Nov 2012 02:33:36 +0000
2.68905E+17	EntreArchitect	Ever consider providing CA for "free" and build it into up front fee? #EntreArchitectChat	Thu, 15 Nov 2012 02:33:30 +0000
2.68904E+17	zdevans	@EntreArchitect We weight fee toward early stages when reasonable. We request commencement fees on most private projects #EntreArchitectChat	Thu, 15 Nov 2012 02:32:12 +0000
2.68904E+17	philh60	If client doesn't want CA, then not much you can do. Just try to fight fires over phone (if they arise...) #EntreArchitectChat	Thu, 15 Nov 2012 02:32:05 +0000
2.68904E+17	EntreArchitect	@csarchitect My fear with No CA is always loss of happy client and all important reference - or worse, a neg ref #EntreArchitectChat	Thu, 15 Nov 2012 02:31:26 +0000
2.68904E+17	Parthenon1	@EntreArchitect Very sensitive issue. Seems Contractors still have the cost info, not architects. Need to improve this. #EntreArchitectChat	Thu, 15 Nov 2012 02:31:13 +0000
2.68904E+17	EntreArchitect	Q4 Do you feel you get paid enough for the work you do? Are you valued by your clients? #EntreArchitectChat	Thu, 15 Nov 2012 02:30:20 +0000
2.68904E+17	csarchitect	Drawings only - higher fee percentage because of liability. That usually leads to DD set taken to permit. #Entrearchitectchat	Thu, 15 Nov 2012 02:30:06 +0000

2.68904E+17	EntreArchitect	In basic service, we have GC provide estimates. When providing Const Mgmt Services, we perform detailed estimating #EntreArchitectChat	Thu, 15 Nov 2012 02:29:52 +0000
2.68903E+17	EntreArchitect	Many clients request "drawings only". No CA. How do you deal with that? #EntreArchitectChat	Thu, 15 Nov 2012 02:28:23 +0000
2.68903E+17	csarchitect	Who hits the mark on project estimates and how do you really keep track? #Entrearchitectchat	Thu, 15 Nov 2012 02:27:47 +0000
2.68903E+17	philh60	@zdevans Agree with that completely #EntreArchitectChat	Thu, 15 Nov 2012 02:27:38 +0000
2.68903E+17	zdevans	#EntreArchitectChat A3 We include CA/CO fee/services in nearly all projects (all non-res). We consider it part of our prof responsibility.	Thu, 15 Nov 2012 02:26:28 +0000
2.68903E+17	philh60	@EntreArchitect Yes! If CA is left out, questions don't get asked and problems from doc misinterpretations happen #EntreArchitectChat	Thu, 15 Nov 2012 02:25:53 +0000
2.68903E+17	CarolKurth	Keeping track of hours on CA and billing all is Client sticker shock. After 1st mo.client asked for fixed fee #Entrearchitectchat	Thu, 15 Nov 2012 02:25:49 +0000
2.68902E+17	csarchitect	CA is invaluable, most res clients don't understand. I try but not always successful, depends a lot on the contractor. #Entrearchitectchat	Thu, 15 Nov 2012 02:25:03 +0000
2.68902E+17	EntreArchitect	A3 Many projects where we are not providing Const Admin burn us. No control. No "expectation management". #EntreArchitectChat	Thu, 15 Nov 2012 02:24:32 +0000
2.68902E+17	RevitFamilyMan	A3 Sometimes itâ€™s set as a separate contract; most are included in basic services. Need to be very specific in contract #EntreArchitectChat	Thu, 15 Nov 2012 02:24:08 +0000
2.68902E+17	csarchitect	@philh60 always get a retainer, no matter the scale-commitment from client #Entrearchitectchat	Thu, 15 Nov 2012 02:23:23 +0000
2.68902E+17	philh60	@EntreArchitect You must be meaning your retainer then, right? #EntreArchitectChat	Thu, 15 Nov 2012 02:23:16 +0000
2.68902E+17	EntreArchitect	Follow up question: Do you feel Const Admin is required for a successful project? #EntreArchitectChat	Thu, 15 Nov 2012 02:22:45 +0000
2.68902E+17	zdevans	#EntreArchitectChat A2 We use the standard SD/DD/CD/BN/CO breakouts but will adapt to situations as needed.	Thu, 15 Nov 2012 02:22:30 +0000

2.68901E+17	philh60	Haven't had a large enough project to warrant any up front fee asks yet #EntreArchitectChat	Thu, 15 Nov 2012 02:21:09 +0000
2.68901E+17	RevitFamilyMan	The firm I'm employed at is large enough to cash flow without an upfront charge @EntreArchitect #EntreArchitectChat	Thu, 15 Nov 2012 02:20:46 +0000
2.68901E+17	EntreArchitect	A3 Recently considering making Const Admin optional to bring down proposed fee and be more competitive. #EntreArchitectChat	Thu, 15 Nov 2012 02:20:39 +0000
2.68901E+17	CarolKurth	imperfect situation.difficult business model. Each situation unique. One size hard to fit all #Entrearchitectchat	Thu, 15 Nov 2012 02:20:36 +0000
2.68901E+17	EntreArchitect	A3 Have ALWAYS included Const Admin in full service contract. #EntreArchitectChat	Thu, 15 Nov 2012 02:19:54 +0000
2.68901E+17	csarchitect	A3 included in comm, add services hourly in res #Entrearchitectchat	Thu, 15 Nov 2012 02:19:47 +0000
2.68901E+17	RevitFamilyMan	We are seeing about 20% SD, 30% DD, and 35% CD remaining 15in CA. Waiting to verify fewer CA issues @EntreArchitect #EntreArchitectChat	Thu, 15 Nov 2012 02:19:12 +0000
2.68901E+17	EntreArchitect	Q3 Do you provide Const Admin (observation during construction/install)? Do you include in same fee or add'l services? #EntreArchitectChat	Thu, 15 Nov 2012 02:18:48 +0000
2.68901E+17	EntreArchitect	@bobborson Thanks for the support Bob. #EntreArchitectChat	Thu, 15 Nov 2012 02:17:31 +0000
2.689E+17	bobborson	gotta run - I'll check in on the transcripts later - have a great evening everyone #EntreArchitectChat	Thu, 15 Nov 2012 02:16:33 +0000
2.689E+17	FiELD9arch	A2 Roughly 15% deposit, 70% billed throughout (at various milestones), 15% completion. #EntreArchitectChat	Thu, 15 Nov 2012 02:16:23 +0000
2.689E+17	RevitFamilyMan	œ@HrivnakAssoc: You have to. Revit costs too much per seat. #EntreArchitectChatœ Our seat is a split ADT/Revit license. Slowly adding more.	Thu, 15 Nov 2012 02:16:04 +0000
2.689E+17	csarchitect	Clients sign off on scope at stage one in res. %fee accommodates most change in comm though based on minimum budget #Entrearchitectchat	Thu, 15 Nov 2012 02:14:32 +0000
2.689E+17	HrivnakAssoc	You have to. Revit costs too much per seat. #EntreArchitectChat	Thu, 15 Nov 2012 02:14:18 +0000



2.689E+17	EntreArchitect	@larryfredlund Glad you could join us. Thanks for the RTs today #EntreArchitectChat	Thu, 15 Nov 2012 02:14:11 +0000
2.68899E+17	HrivnakAssoc	How do you counter low ball fees? No, do not strip scope past professionalism... #EntreArchitectChat	Thu, 15 Nov 2012 02:13:19 +0000
2.68899E+17	EntreArchitect	@RevitFamilyMan Welcome. #EntreArchitectChat	Thu, 15 Nov 2012 02:13:11 +0000
2.68899E+17	zdevans	To limit scope creep, we write very detailed proposal letters and reference it in contract and throughout project. #EntreArchitectChat	Thu, 15 Nov 2012 02:12:53 +0000
2.68899E+17	larryfredlund	#EntreArchitectChat most recent we agreed on const cost, I calculated a % of that. Hired on the agreement I reduce const cost by design	Thu, 15 Nov 2012 02:12:38 +0000
2.68899E+17	RevitFamilyMan	A2 Depends on CAD system used. As we push more projects into Revit, we are pushing a higher fee % earlier into SD/DD #EntreArchitectChat	Thu, 15 Nov 2012 02:12:13 +0000
2.68899E+17	bobborson	A2 SD=15% DD=20% CD=45% BN=5% CA=15% #EntreArchitectChat	Thu, 15 Nov 2012 02:12:04 +0000
2.68899E+17	CarolKurth	:). Ahhh. Thx. Been there and done that. Took over my life 24/7. Had no life. #Entrearchitectchat	Thu, 15 Nov 2012 02:12:01 +0000
2.68899E+17	EntreArchitect	A2 Equal payments help with cash flow and cover for when other clients don't pay on time. #EntreArchitectChat	Thu, 15 Nov 2012 02:11:59 +0000
2.68899E+17	csarchitect	Flat fee for res and percentage for commercial. Very defined scope on res. #Entrearchitectchat	Thu, 15 Nov 2012 02:11:39 +0000
2.68899E+17	EntreArchitect	A2 SD:25% DD:25% CD25% BD5% CA 20% #EntreArchitectChat	Thu, 15 Nov 2012 02:11:12 +0000
2.68899E+17	EntreArchitect	Q2 How do you break up your fee throughout the project? More up front? More at back end? Equal? #EntreArchitectChat	Thu, 15 Nov 2012 02:10:16 +0000
2.68899E+17	JLSymHome	Information overload between #Greenbuild & #EntreArchitectChat tonight.	Thu, 15 Nov 2012 02:10:02 +0000
2.68899E+17	EntreArchitect	DB = Design Build #EntreArchitectChat	Thu, 15 Nov 2012 02:10:01 +0000
2.68899E+17	bobborson	85% residential and 15% commercial/ retail #EntreArchitectChat	Thu, 15 Nov 2012 02:09:56 +0000
2.68899E+17	HrivnakAssoc	Design build #EntreArchitectChat	Thu, 15 Nov 2012 02:09:53 +0000

2.68899E+17	EntreArchitect	MT @CarolKurth: Percentage allows measurement of value of service. The more detail the more hours. #EntreArchitectChat	Thu, 15 Nov 2012 02:09:49 +0000
2.68898E+17	CarolKurth	Custom residential. Please clarify. What is d/b? #Entrearchitectchat	Thu, 15 Nov 2012 02:09:22 +0000
2.68898E+17	EntreArchitect	@zdevans How do you deal with "scope creep"? #EntreArchitectChat	Thu, 15 Nov 2012 02:09:22 +0000
2.68898E+17	HrivnakAssoc	If %, fix at end of concepts/SDs via independent estimate. No questions re guilding & number includes contingency #EntreArchitectChat	Thu, 15 Nov 2012 02:08:15 +0000
2.68898E+17	CarolKurth	Percentage allows measurement of value of service. The more detail the more hours. Never had any success with flat fee #Entrearchitectchat	Thu, 15 Nov 2012 02:08:05 +0000
2.68898E+17	zdevans	A1 We don't mind scope creep as long as it has an associated "fee creep"! #EntreArchitectChat	Thu, 15 Nov 2012 02:08:01 +0000
2.68898E+17	EntreArchitect	For clarity. What project types are we doing? #EntreArchitectChat	Thu, 15 Nov 2012 02:07:41 +0000
2.68898E+17	FiELD9arch	@EntreArchitect overruns have not been a problem so far. I have been pretty good at estimating my hours. #EntreArchitectChat	Thu, 15 Nov 2012 02:07:15 +0000
2.68898E+17	EntreArchitect	Glad U could make it John @HrivnakAssoc #EntreArchitectChat	Thu, 15 Nov 2012 02:07:08 +0000
2.68898E+17	zdevans	A1 We use % or flat fee. Either way, we've learned to define scope as precisely as possible to limit scope creep. #EntreArchitectChat	Thu, 15 Nov 2012 02:06:15 +0000
2.68898E+17	EntreArchitect	A1 I find "hourly" to be a monthly renegotiation #EntreArchitectChat	Thu, 15 Nov 2012 02:06:07 +0000
2.68898E+17	HrivnakAssoc	Tired of losing to lowball fees, now trying D/B where we have GC lead & our fee under theirs #EntreArchitectChat	Thu, 15 Nov 2012 02:06:05 +0000
2.68898E+17	FiELD9arch	My clients tend to want to know EXACTLY how much i am going to cost ahead of time and tend to shy away from percentage. #EntreArchitectChat	Thu, 15 Nov 2012 02:05:38 +0000
2.68897E+17	bobborson	A1 if the project is small with hard to define scope or budget, we will work hourly #EntreArchitectChat	Thu, 15 Nov 2012 02:05:08 +0000
2.68897E+17	CarolKurth	Percentage. That said, issue arises when clients have you doing various design options then don't move ahead. #Entrearchitectchat	Thu, 15 Nov 2012 02:04:38 +0000

2.68897E+17	HrivnakAssoc	Flat fee recently recommended so we determine via hour projections, percentage & call friendly architects to verify #EntreArchitectChat	Thu, 15 Nov 2012 02:04:29 +0000
2.68897E+17	bobborson	A1 we will ask for a retainer, work to a percentage of construction costs and apply the retainer on the back end #EntreArchitectChat	Thu, 15 Nov 2012 02:04:14 +0000
2.68897E+17	EntreArchitect	Have gotten push back for years on percentage. Always need to explain how THEY control budget not us. #EntreArchitectChat	Thu, 15 Nov 2012 02:03:52 +0000
2.68897E+17	FiELD9arch	I generally use a flat fee which is based on estimated hours. Most of my projects are rather small. #EntreArchitectChat	Thu, 15 Nov 2012 02:03:47 +0000
2.68897E+17	EntreArchitect	A1 We request initial payment. Then work through SD estimate. Then total fee is based on percent of estimate. #EntreArchitectChat	Thu, 15 Nov 2012 02:02:34 +0000
2.68897E+17	bobborson	Q1 Percentage because it's the easiest for clients to understand #EntreArchitectChat	Thu, 15 Nov 2012 02:02:26 +0000
2.68897E+17	zdevans	I'm joining #EntreArchitectChat for the next hour to share fee strategies and hopefully learn some new approaches from fellow #architects.	Thu, 15 Nov 2012 02:02:26 +0000
2.68896E+17	EntreArchitect	A1 We have used them all over the years. Most recently we're using a hybrid percentage/flat fee. #EntreArchitectChat	Thu, 15 Nov 2012 02:01:02 +0000
2.68896E+17	EntreArchitect	Q1 Which fee structure do you prefer to use? Hourly? Flat Fee? Commission? Percentage? Other? Why? #EntreArchitectChat	Thu, 15 Nov 2012 02:00:14 +0000
2.68896E+17	EntreArchitect	AIA close your eyes : ) #EntreArchitectChat	Thu, 15 Nov 2012 02:00:07 +0000
2.68896E+17	EntreArchitect	Welcome to #EntreArchitectChat where we discuss business success and the practice of architecture each and every week. #EntreArchitectChat	Thu, 15 Nov 2012 01:59:37 +0000
2.68896E+17	CarolKurth	@EntreArchitect interested in strategies people are using to quantify their services and fees. #Entrearchitectchat	Thu, 15 Nov 2012 01:59:02 +0000
2.68895E+17	EntreArchitect	Tip for successful Twitter chat... Visit <a href="http://t.co/8ATI9Ryt">http://t.co/8ATI9Ryt</a> , sign in and enter #EntreArchitectChat	Thu, 15 Nov 2012 01:56:14 +0000

2.68895E+17 EntreArchitect For those wondering, we're not discussing specific fee amounts tonight. No issues with AIA antitrust. Have no fear : )  
#EntreArchitectChat

Thu, 15 Nov 2012 01:54:14 +0000