

BIPOC OUTDOOR INDUSTRY FREELANCER GUIDE



How to decline an unpaid offer?

TRY THESE PHRASES

"Thank you for the opportunity. I am already at capacity for pro-bono work and, regrettably, am unable to take on any additional unpaid projects."

"Thanks for reaching out. Unfortunately, I'm going to have to pass on this opportunity. I have limited bandwidth and am unable to take on additional unpaid projects."

Sorry, I'm swamped right now. I'm going to have to decline your offer.

"It is exploitative to expect BIPOC to work for free. I'm going to have to decline your offer."

How to ask for compensation?

TRY THESE PHRASES

"Thanks for the opportunity. I am definitely interested in consulting. I've attached a copy of my fee schedule."

"Thanks for reaching out. I'd love to jump on an initial call. My consulting fee is \$75/hr."

"I'm interested in hearing more about this speaking opportunity. Can you provide more details about the audience, venue and honorarium?"

"I'd love to consult on this project. My consulting fee schedule is attached."