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Client Bill of Rights

1. Freedom From Sales Gimmicks

You have the right to freedom from sales gimmicks, such as FOMO, manufactured scarcity, etc.

2. Risk Minimization

You have the right to manage your risk with new vendors—and for them to help you do it.

3. The Best Deal

You have the right not to need to haggle with vendors to get their best deals.

4. Non-Commitment

You have the right not to commit to a long contract...or to anything at all.

5. Refunds

You have the right to a refund for things you can't use, and you don't need to defend it.

6. Prices

You have the right to flat prices, not hourly rates or "time and materials" engagements.

7. Labor Transparency

You have the right to know exactly who your vendors are using to do the work—and why.

8. Unconflicted Advice

You have the right to trust that your vendors are advising you on what's best for you, not what's best for them (or another client).

9. Understanding The Deliverable And Its Value

You have a right to understand everything your vendors charge you for, and furthermore, to understand why it's worth paying for.

10. Vendor Accountability

You have a right to vendors executing what they agree to, large and small.

11. Not To Be A Referee

You have a right not to need to act as a referee among your various vendors.

12. Fast, Predictable Responses

You have a right to fast, predictable responses from your vendors.

