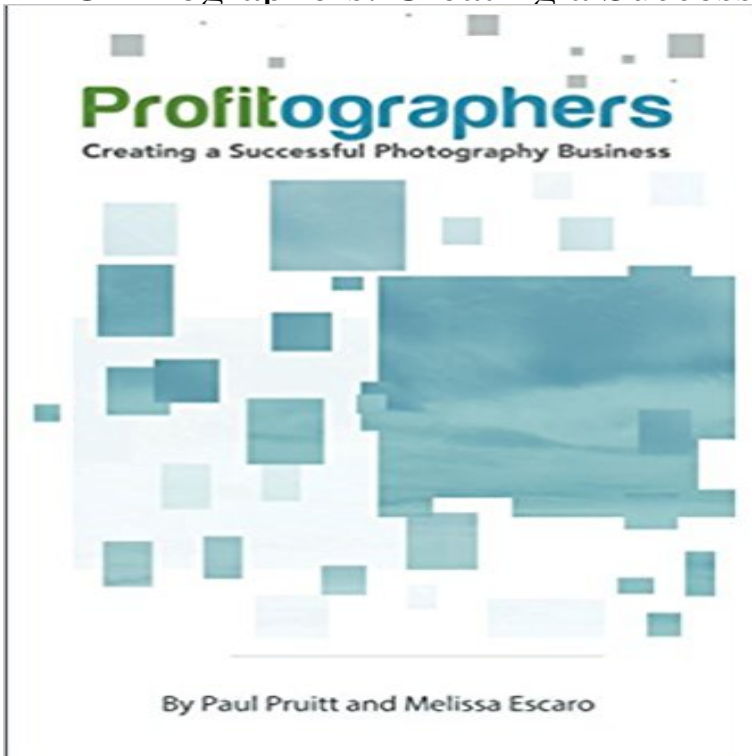


# PROFITographers: Creating a Successful Photography Business



Opening a photography business requires more than a digital camera and a great eye for photography. To compete with the thousands of professional photographers flooding the market, photographers need to know essential business basics. Statistics show that most small businesses fail within two years, and a lack of business knowledge is a problem that contributes to business failure. Whether you are preparing to start a photography business or you have recently started a business that is struggling, PROFITographers: Creating a Successful Photography Business, will teach you the business basics you need to know to achieve success. This book is not about teaching the basics of photography it will teach photographers the basics of running a successful business, offering step-by-step instructions that can be followed to start earning an income from a photography business. PROFITographers is a helpful guide that can help photographers navigate through the difficult parts of starting a business, such as pricing, contracts, marketing, and in-person sales. This book offers a comprehensive guide to starting a photography business. This book will teach photographers: How to set goals for your photography business How to create a plan of action to accomplish your business goals Tips for figuring out the net amount of money you need to make How to calculate your cost of doing business What every photographers perfect day should include Important photography business mistakes to avoid Essential legal and liability issues to consider when starting a photography business How to set service and product prices for your photography business Tips for presenting photos to clients The benefits of photography in-person sales Dos and Donts of closing a sale How to handle client objections effectively How to ask for a sale Tips for recognizing and using body language when making a sales

presentation How to identify your ideal client The basics of branding Marketing/Sales 101 Tips for creating effective marketing materials Offline and online marketing techniques And so much more With a copy of PROFITographers, photographers will learn essential, proven business techniques that can be used to create and grow a successful photography business. Written by the successful photography team, Paul Pruitt and Melissa Escaro, this book teaches photographers business basics that they have learned in their decades of business and photography experience.

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