

Instructions: To receive AIA CES credit for this course, please fill out this quiz and email it to ces@businessofarchitecture.com. You must get at least 80% right to receive course credit.

6 Super Smart Steps to Exclusive Client, Extreme Income, and Your Extraordinary Life

Instructor: Melissa Galt

1. There are several hats an architect wears, which is NOT one mentioned during this training?

- Coach
- Educator
- Problem Solver
- Workaholic

2. What is the value of your creative services?

- An hourly rate
- A flat rate
- Priceless
- Time

3. Of the 5 ways to add bucks to your bottom line, which 1 did Melissa's grandfather did not take advantage of?

- Add Construction Management Services
- Arrange for Building Maintenance and Updates
- Offer Purchasing and Delivery on Integral Product

4. Adding Interior Design and Furnishings can add what % to your fee?

- 20-25%
- 75%
- 30-50%
- 10-20%

5. What word does Melissa recommend eliminating from your vocabulary?

- Investment
- Budget
- Line items
- Fees

Full Name:

AIA Member Number (required):