

BEYOND THE BASICS

# How Much Should I Charge?



by Lynn Wasnak

If you're a beginning freelance writer, or don't know many other freelancers, you may wonder how anyone manages to earn enough to eat and pay the rent by writing or performing a mix of writing-related tasks. Yet, smart full-time freelance writers and editors annually gross \$35,000 and up—sometimes up into the \$150,000-200,000 range. These top-earning freelancers rarely have names known to the general public. (Celebrity writers earn fees far beyond the rates cited in this survey.) But, year after year, they sustain themselves and their families on a freelance income, while maintaining control of their hours and their lives.

Such freelancers take writing and editing seriously—it's their business.

Periodically, they sit down and think about the earning potential of their work, and how they can make freelancing more profitable and fun. They know their numbers: what it costs to run their business; what hourly rate they require; how long a job will take. Unless there's a real bonus (a special clip, or a chance to try something new) these writers turn down work that doesn't meet the mark and replace it with a better-paying project.

If you don't know your numbers, take a few minutes to figure them out. Begin by choosing your target annual income—whether it's \$25,000 or \$100,000. Add in fixed expenses: social security, taxes, and office supplies. Don't forget health insurance and something for your retirement. Once you've determined your annual gross target, divide it by 1,000 billable hours—about 21 hours per week—to determine your target hourly rate.

Remember—this rate is flexible. You can continue doing low-paying work you love as long as you make up for the loss with more lucrative jobs. But you must monitor your rate of earning if you want to reach your goal. If you slip, remind yourself you're in charge. As a freelancer, you can raise prices, chase better-paying jobs, work extra hours, or adjust your spending.

"Sounds great," you may say. "But how do I come up with 1,000 billable hours each year? I'm lucky to find a writing-related job every month or two, and these pay a pittance."

That's where business attitude comes in: network, track your time, join professional organizations, and study the markets. Learn how to query, then query like mad. Take chances by reaching for the next level. Learn to negotiate for a fee you can live on—your plumber does! Then get it in writing.

You'll be surprised how far you can go, and how much you can earn, if you believe in your skills and act on your belief. The rates that follow are a guide to steer you in the right direction.

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This report is based on input from sales finalized in 2005 and 2006 only. The data is generated from voluntary surveys completed by members of numerous professional writers' and editors' organizations and specialty groups. We thank these responding groups, listed below, and their members for generously sharing information. If you would like to contribute your input, e-mail [lwasnak@fuse.net](mailto:lwasnak@fuse.net) for a survey.

## Organizations



For More Info

For more information on determining freelance pay rates, negotiating contracts, etc., you can visit the following organizations' Web sites. (*Editor's note: A special thank you to the members of the organizations listed below for their thoughtful responses to our survey.*)

- **American Literary Translators Association (ALTA):** [www.literarytranslators.org](http://www.literarytranslators.org)
- **American Medical Writers Association (AMWA):** [www.amwa.org](http://www.amwa.org)
- **American Society of Journalists & Authors (ASJA):** [www.asja.org](http://www.asja.org)
- **American Society of Media Photographers (ASMP):** [www.asmp.org](http://www.asmp.org)
- **American Society of Picture Professionals (ASPP):** [www.aspp.com](http://www.aspp.com)
- **American Translators Association (ATA):** [www.atanet.org](http://www.atanet.org)
- **Association of Independents in Radio (AIR):** [www.airmedia.org](http://www.airmedia.org)
- **Association of Personal Historians (APH):** [www.personalhistorians.org](http://www.personalhistorians.org)
- **The Cartoon Bank:** [www.cartoonbank.com](http://www.cartoonbank.com)
- **Editorial Freelancers Association (EFA):** [www.the-efa.org](http://www.the-efa.org)
- **Freelance Success (FLX):** [www.freelancesuccess.com](http://www.freelancesuccess.com)
- **International Association of Business Communicators (IABC):** [www.iabc.com](http://www.iabc.com)
- **Investigative Reporters & Editors (IRE):** [www.ire.org](http://www.ire.org)
- **Media Communicators Association International (MCA-I):** [www.mca-i.org](http://www.mca-i.org)
- **National Association of Science Writers (NASW):** [www.nasw.org](http://www.nasw.org)
- **National Cartoonists Society (NCS):** [www.reuben.org/main.asp](http://www.reuben.org/main.asp)
- **National Writers Union (NWU):** [www.nwu.org](http://www.nwu.org)
- **Society of Professional Journalists (SPJ):** [www.spj.org](http://www.spj.org)
- **Society for Technical Communication (STC):** [www.stc.org](http://www.stc.org)
- **Washington Independent Writers (WIW):** [www.washwriter.org](http://www.washwriter.org)
- **Women in Film (WIF):** [www.wif.org](http://www.wif.org)
- **Writer's Guild of America East (WGAE):** [www.wgae.org](http://www.wgae.org)
- **Writer's Guild of America West (WGA):** [www.wga.org](http://www.wga.org)

**Advertising, Copywriting & Public Relations**

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Advertising copywriting	\$150	\$35	\$92	\$9,000	\$150	\$2,278	\$3/word	25¢/word	\$1.63/word
Advertorials	\$180	\$50	\$97	n/a	n/a	n/a	\$3/word \$1,875/page	75¢/word \$300/page	\$1.92/word \$550/page
Book jacket copywriting	\$100	\$40	\$71	\$700	\$350	\$500	\$1/word	50¢/word	75¢/word
Campaign development or product launch	\$150	\$50	\$89	\$8,750	\$1,500	\$4,250	n/a	n/a	n/a
Catalog copywriting	\$100	\$25	\$60	n/a	n/a	n/a	\$350/item	\$25/item	\$84/item
Copyediting for advertising	\$100	\$20	\$58	n/a	n/a	n/a	\$1/word	25¢/word	65¢/word
Direct-mail copywriting	\$150	\$50	\$87	\$50,000	\$600	\$8,248	\$4/word \$1,200/page	\$1/word \$200/page	\$1.50/word \$400/page
E-mail ad copywriting	\$100	\$50	\$80	\$3,500	\$200	\$836	n/a	n/a	\$2/word
Event promotions/publicity	\$85	\$50	\$63	n/a	n/a	n/a	n/a	n/a	\$500/day
Fundraising campaign brochure	\$110	\$69	\$91	\$3,500	\$300	\$1,525	n/a	n/a	\$1/word
Political campaigns, public relations	\$125	\$45	\$88	n/a	n/a	n/a	n/a	n/a	n/a
Press kits	\$180	\$30	\$96	\$5,000	\$1,000	\$2,334	\$2/word	50¢/word	\$1.30/word
Press/news release	\$180	\$35	\$97	\$1,500	\$125	\$479	\$500/page	\$150/page	\$297/page
Public relations for businesses	\$180	\$50	\$89	n/a	n/a	n/a	\$500/day	\$200/day	\$367/day
Public relations for government	\$90	\$50	\$64	n/a	n/a	n/a	n/a	n/a	n/a
Public relations for organizations or nonprofits	\$80	\$20	\$53	n/a	n/a	n/a	n/a	n/a	n/a
Public relations for schools or libraries	\$80	\$50	\$60	n/a	n/a	n/a	n/a	n/a	n/a
Speech writing/editing (general) <sup>1</sup>	\$167	\$43	\$81	\$10,000	\$2,700	\$5,480	n/a	n/a	n/a

<sup>1</sup> Per project figures based on 30-minute speech.

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Speech writing for government officials	\$200	\$30	\$86	n/a	n/a	n/a	n/a	n/a	\$4,500/20 min
Speech writing for political candidates	\$150	\$60	\$92	n/a	n/a	n/a	n/a	n/a	\$650/15 min
<b>Audiovisuals &amp; Electronic Communications</b>									
Book summaries (narrative synopsis) for film producers <sup>1</sup>	n/a	n/a	n/a	n/a	n/a	n/a	\$1,269/15 min \$34/page	\$2,114/30 min \$15/page	\$4,006/60 min \$20/page
Business film scripts <sup>2</sup> (training and info)	\$150	\$85	\$100	n/a	\$600	n/a	\$500/run min	\$50/run min	\$229/run min
Copyediting audiovisuals	\$88	\$22	\$36	n/a	n/a	n/a	n/a	n/a	\$50/page
Corporate product film	\$150	\$85	\$129	n/a	n/a	n/a	\$500/run min	\$100/run min	\$300/run min
Educational/training film scripts	\$110	\$75	\$96	n/a	n/a	n/a	\$500/run min	\$100/run min	\$300/run min
Movie novelization	\$100	\$35	\$68	\$15,000	\$3,000	\$6,750	n/a	n/a	n/a
Radio commercials/PSAs	\$85	\$30	\$56	n/a	n/a	n/a	\$850/run min	\$120/run min	\$504/run min
Radio editorials & essays (no production)	\$70	\$50	\$60	n/a	n/a	n/a	\$200/run min	\$45/run min	\$109/run min
Radio interviews (3 minute interview)	n/a	n/a	n/a	\$1,500	\$150	\$400	n/a	n/a	n/a
Radio stories (over 2 minutes with sound production)	\$1,500	\$100	\$400	n/a	n/a	n/a	n/a	n/a	n/a
Screenwriting (original screenplay)	n/a	n/a	n/a	\$106,070	\$56,500	\$81,285	n/a	n/a	n/a
Script synopsis for agent or film producer	n/a	n/a	n/a	\$75	\$60	\$65	n/a	n/a	n/a
Script synopsis for business	\$70	\$45	\$58	\$100	\$60	\$75	n/a	n/a	n/a

<sup>1</sup> Other figures based on length of speech (min=minute).

<sup>2</sup> Run min=run minute.

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Scripts for nontheatrical films for education, business, industry	\$125	\$55	\$80	\$5,000	\$3,000	\$4,083	\$500/run min	\$100/run min	\$300/run min
TV commercials/PSAs <sup>1</sup>	\$85	\$60	\$73	n/a	n/a	n/a	\$2,500/30 sec spot	\$150/30 sec spot	\$963/30 sec spot
TV news story/feature <sup>2</sup>	\$100	\$70	\$90	n/a	n/a	n/a	n/a	n/a	n/a
TV scripts (nontheatrical)	\$150	\$35	\$89	\$20,000	\$10,000	\$15,000	\$1,000/day	\$550/day	\$800/day
TV scripts (teleplay/MOW) <sup>3</sup>	n/a	n/a	n/a	n/a	n/a	n/a	\$500/run min	\$100/run min	\$300/run min
<b>Book Publishing</b>									
Abstracting and abridging	\$125	\$35	\$75	n/a	n/a	n/a	\$2/word	\$1/word	\$1.50/word
Anthology editing	\$80	\$23	\$52	\$7,900	\$4,000	\$5,967	n/a	n/a	n/a
Book proposal consultation	\$100	\$40	\$57	\$1,500	\$250	\$792	n/a	n/a	n/a
Book proposal writing	\$100	\$40	\$65	\$10,000	\$500	\$4,512	n/a	n/a	n/a
Book query critique	\$100	\$50	\$60	\$300	\$200	\$250	n/a	n/a	n/a
Book query writing	n/a	n/a	n/a	\$500	\$120	\$200	n/a	n/a	n/a
Children's book writing (advance against royalties)	n/a	n/a	n/a	n/a	n/a	n/a	\$4,000	\$1,500	\$2,920
Children's book writing (work for hire)	\$75	\$50	\$63	n/a	n/a	n/a	\$5/word	\$1/word	\$3/word
Content editing (scholarly)	\$125	\$30	\$51	\$15,000	\$525	\$6,119	\$20/page	\$4/page	\$6/page
Content editing (textbook)	\$100	\$23	\$52	\$4,500	\$500	\$1,859	\$9/page	\$3/page	\$4/page
Content editing (trade)	\$125	\$19	\$49	\$20,000	\$1,000	\$7,988	\$40/page	\$3.75/page	\$7.50/page
Copyediting	\$75	\$20	\$34	\$5,500	\$2,000	\$3,500	\$6/page	\$1/page	\$4.10/page
Fiction book writing (own)	n/a	n/a	n/a	n/a	n/a	n/a	\$40,000	\$525	\$14,203

1 30 sec spot=30-second spot

2 \$1,201 Writers Guild of America minimum/story.

3 TV scripts 30 minutes or less average \$6,535/story, \$19,603 with teleplay; TV scripts 60 minutes or less average \$11,504/story, \$28,833 with teleplay.

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Ghostwriting, as told to <sup>1</sup>	\$100	\$50	\$73	\$80,000	\$5,500	\$22,800	n/a	n/a	n/a
Ghostwriting, no credit	\$115	\$30	\$70	\$100,000	\$5,000	\$36,229	\$3/word	50¢/word	\$1.65/word
Indexing	\$40	\$22	\$30	n/a	n/a	n/a	\$5/page	\$2/page	\$3.69/page
Manuscript evaluation and critique	\$100	\$36	\$72	\$2,000	\$150	\$835	n/a	n/a	n/a
Nonfiction book writing (collaborative)	\$100	\$70	\$85	\$75,000	\$1,300	\$25,297	n/a	n/a	n/a
Nonfiction book writing (own) (advance against royalties)	n/a	n/a	n/a	n/a	n/a	n/a	\$50,000	\$4,000	\$17,909
Novel synopsis (general)	\$60	\$30	\$45	\$400	\$150	\$275	\$30/page	\$10/page	\$20/page
Proofreading	\$75	\$15	\$30	n/a	n/a	n/a	\$5/page	\$2/page	\$3.09/page
Research for writers or book publishers	\$150	\$15	\$46	n/a	n/a	n/a	\$600/day	\$450/day	\$525/day
Rewriting	\$120	\$25	\$63	\$50,000	\$4,000	\$14,500	n/a	n/a	n/a
Translation (fiction) <sup>2</sup>	n/a	n/a	n/a	\$10,000	\$7,000	\$8,500	12¢	6¢	9¢
Translation (nonfiction)	n/a	n/a	n/a	n/a	n/a	n/a	15¢	8¢	10¢
Translation (poetry)	n/a	n/a	n/a	n/a	n/a	n/a	\$15/page	\$0/page	\$7.50/page
<b>Business</b>									
Annual reports	\$180	\$45	\$87	\$15,000	\$500	\$6,147	\$600/day	\$400/day	\$494/day
Associations and organizations (writing for)	\$125	\$20	\$68	n/a	n/a	n/a	\$400/day	\$300/day	\$350/day
Brochures, fliers, booklets for business	\$150	\$30	\$86	\$15,000	\$300	\$2,777	\$2/word	35¢/word	\$1.28/word
Business & sales letters	\$150	\$36	\$81	\$2,000	\$150	\$762	\$800/page	\$50/page	\$387/page
Business & government research	\$100	\$35	\$69	n/a	n/a	n/a	\$2/word	\$1/word	\$1.42/page
							n/a	n/a	n/a

<sup>1</sup> Per project figures do not include royalty arrangements, which vary from publisher to publisher.

<sup>2</sup> Other figures in cents are per target word.

## Beyond the Basics

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Business editing (general)	\$150	\$25	\$72	n/a	n/a	n/a	n/a	n/a	n/a
Business plan	\$150	\$50	\$88	\$15,000	\$1,000	\$6,000	n/a	n/a	\$1/word
Business-writing seminars	\$200	\$60	\$103	\$8,600	\$550	\$2,450	n/a	n/a	n/a
Catalogs for businesses	\$90	\$35	\$65	\$10,000	\$2,000	\$5,000	\$1,500/page	\$200/page	\$684/page
Consultation on communications	\$180	\$70	\$120	n/a	n/a	n/a	\$1,200/day	\$500/day	\$740/day
Copyediting for businesses	\$125	\$25	\$61	n/a	n/a	n/a	\$4/page	\$2/page	\$3/page
Corporate histories	\$180	\$35	\$87	\$35,000	\$1,000	\$12,500	\$2/word	\$1/word	\$1.50/word
Corporate periodicals, editing	\$125	\$40	\$70	n/a	n/a	n/a	n/a	n/a	n/a
Corporate periodicals, writing	\$135	\$50	\$93	\$7,500	\$1,000	\$4,000	\$3/word	\$1/word	\$1.75/word
Corporate profile	\$180	\$65	\$102	n/a	n/a	n/a	\$2/word	\$1/word	\$1.50/word
Ghostwriting for business (usually trade magazine articles for business columns)	\$135	\$25	\$96	n/a	n/a	\$750	\$2/word	50¢/word	\$1/word \$500/day
Government writing	\$75	\$20	\$50	n/a	n/a	n/a	\$1/word	25¢/word	63¢/word
Grant proposal writing for nonprofits	\$150	\$43	\$96	\$3,000	\$500	\$1,767	n/a	n/a	n/a
Newsletters, desktop publishing./production	\$135	\$35	\$76	n/a	n/a	n/a	\$750/page	\$150/page	\$391/page
Newsletters, editing	\$100	\$30	\$63	n/a	n/a	\$3,600	\$230/page	\$150/page	\$185/page
Newsletters, writing <sup>1</sup>	\$125	\$30	\$82	\$5,000	\$800	\$2,000	\$5/word	\$1/word	\$2/word
Translation (commercial for government agencies, technical)	n/a	n/a	n/a	n/a	n/a	n/a	\$1.40/ target line	\$1/ target line	\$1.20/ target line
<b>Computer, Scientific &amp; Technical</b>									
Computer-related manual writing	\$165	\$60	\$105	n/a	n/a	n/a	n/a	n/a	n/a

<sup>1</sup> Per project figures based on four-page newsletters.

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
E-mail copywriting	\$100	\$35	\$73	n/a	n/a	n/a	\$2/word	30¢/word	\$1.12/word
Medical and science editing	\$125	\$30	\$66	n/a	n/a	n/a	\$4/page	\$3/page	\$3.50/page
Medical and science proofreading	\$125	\$18	\$51	n/a	n/a	n/a	n/a	n/a	n/a
Medical and science writing	\$180	\$30	\$98	\$5,000	\$1,000	\$2,875	\$2/word	25¢/word	90¢/word
Online editing	\$110	\$30	\$58	n/a	n/a	n/a	\$4/page	\$3/page	\$3.50/page
Technical editing	\$100	\$33	\$72	n/a	n/a	n/a	n/a	n/a	n/a
Technical writing	\$125	\$30	\$84	n/a	n/a	n/a	n/a	n/a	n/a
Web page design	\$150	\$50	\$90	\$4,000	\$500	\$2,000	n/a	n/a	n/a
Web page editing	\$100	\$32	\$62	n/a	n/a	n/a	n/a	n/a	n/a
Web page writing	\$150	\$30	\$83	\$7,000	\$100	\$1,251	\$1.25/word	35¢/word	86¢/word
White Papers	\$135	\$45	\$107	n/a	n/a	n/a	n/a	n/a	n/a
<b>Editorial/Design Packages<sup>1</sup></b>									
Desktop publishing	\$125	\$20	\$57	\$2,500	\$800	\$1,650	\$150/page	\$35/page	\$92/page
Greeting card ideas	n/a	n/a	n/a	n/a	n/a	n/a	\$300/card	\$50/card	\$125/card
Photo brochures <sup>2</sup>	\$75	\$65	\$70	\$15,000	\$400	\$4,913	n/a	n/a	n/a
Photo research	\$70	\$20	\$39	n/a	n/a	n/a	n/a	n/a	n/a
Photography (corporate-commercial)	n/a	n/a	n/a	n/a	n/a	n/a	\$2,500/day	\$1,000/day	\$2,000/day
Picture editing	\$100	\$40	\$70	n/a	n/a	n/a	\$65/picture	\$35/picture	\$45/picture
Slides/Overhead	\$100	\$50	\$55	\$2,500	\$500	\$1,000	\$90/slide	\$50/slide	\$63/slide
<b>Educational &amp; Literary Services</b>									
Educational consulting and designing business/adult education courses	\$100	\$35	\$68	n/a	n/a	n/a	\$1,000/day	\$600/day	\$800/day

<sup>1</sup> For more information about photography rates, see 2007 Photographer's Market.

<sup>2</sup> Per project figures based on 4 pages/8 photos



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	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Educational grant and proposal writing	\$100	\$35	\$56	\$15,000	\$500	\$8,084	n/a	n/a	n/a
Manuscript evaluation for theses/dissertations	\$100	\$15	\$38	\$1,500	\$200	\$500	n/a	n/a	n/a
Poetry manuscript critique	\$90	\$30	\$85	n/a	n/a	n/a	n/a	n/a	n/a
Presentations at national conventions (by well-known authors)	\$500	\$125	\$294	n/a	n/a	n/a	\$30,000/event	\$1,000/event	\$5,000/event
Presentations at regional writers' conferences	n/a	n/a	n/a	n/a	n/a	n/a	\$1,000/event	\$50/event	\$336/event
Presentations to local groups, librarians or teachers	n/a	n/a	n/a	n/a	n/a	n/a	\$400/event	\$50/event	\$228/event
Presentations to school classes (5-day visiting artists program)	n/a	n/a	n/a	n/a	n/a	n/a	\$3,400	\$2,500	\$2,750
Readings by poets, fiction writers (highest fees for celebrity writers)	n/a	n/a	n/a	n/a	n/a	n/a	\$3,000/event	\$50/event	\$200/event
Short story manuscript critique	\$115	\$35	\$72	n/a	n/a	n/a	\$175/story	\$50/story	\$115/story
Teaching college course/seminar (includes adult education)	\$125	\$35	\$84	\$5,000	\$550	\$2,502	\$550/day	\$150/day	\$367/day
Writers' workshops	\$220	\$30	\$75	n/a	n/a	n/a	\$4,400/event	\$250/event	\$1,663/event
Writing for scholarly journals	\$60	\$40	\$50	n/a	n/a	n/a	\$450/article	\$100/article	\$252/article
<b>Magazines &amp; Trade Journals<sup>1</sup></b>									
Article manuscript critique	\$100	\$40	\$64	n/a	n/a	n/a	n/a	n/a	n/a
Arts reviewing	n/a	n/a	n/a	\$300	\$100	\$167	\$1/word	10¢/word	78¢/word
Book reviews	n/a	n/a	n/a	\$500	\$50	\$190	\$1/word	15¢/word	48¢/word
City magazine, calendar of events column	n/a	n/a	n/a	n/a	n/a	n/a	\$250/column	\$50/column	\$134/column
Consultation on magazine editorial	\$150	\$50	\$90	n/a	n/a	n/a	n/a	n/a	75¢/word
				n/a	n/a	n/a	n/a	n/a	\$450/day

<sup>1</sup> For specific pay rate information for feature articles, columns/departments, fillers, etc., see individual market listings.

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Consumer magazine column	n/a	n/a	n/a	n/a	n/a	n/a	\$1.50/word \$2,500/column	37¢/word \$75/column	84¢/word \$717/column
Consumer magazine feature articles	n/a	n/a	n/a	\$11,700	\$100	\$2,993	\$3/word	14¢/word	\$1.28/word
Content editing	\$125	\$20	\$48	n/a	n/a	n/a	\$6,500/issue	\$2,000/issue	\$4,250/issue
Copyediting magazines	\$75	\$25	\$40	n/a	n/a	n/a	\$10/page	\$2.90/page	\$6.30/page
Fact checking	\$125	\$20	\$41	n/a	n/a	n/a	n/a	n/a	n/a
Ghostwriting articles (general)	\$200	\$50	\$100	\$3,500	\$1,100	\$2,088	\$2/word	60¢/word	\$1.08/word
Magazine research	\$50	\$20	\$37	n/a	n/a	n/a	\$500/item	\$100/item	\$225/item
Proofreading	\$75	\$20	\$34	n/a	n/a	n/a	n/a	n/a	n/a
Reprint fees	n/a	n/a	n/a	\$1,500	\$25	\$397	\$1.50/word	10¢/word	59¢/word
Rewriting	\$125	\$20	\$60	n/a	n/a	n/a	n/a	n/a	n/a
Trade journal column	\$70	\$35	\$56	n/a	n/a	n/a	\$1/word \$600/column	27¢/word \$250/column	78¢/word \$342/column
Trade journal feature article	\$100	\$44	\$75	\$2,000	\$150	\$962	\$3/word	17¢/word	95¢/word
<b>Miscellaneous</b>									
Cartoons (gag, plus illustration)	n/a	n/a	n/a	n/a	n/a	n/a	\$575	\$15	\$100
Comedy writing for nightclub entertainers	n/a	n/a	n/a	n/a	n/a	n/a	\$150/joke \$500/group	\$5/joke \$100/group	\$50/joke \$250/group
Craft projects with instructions	n/a	n/a	n/a	\$300	\$50	\$175	n/a	n/a	n/a
Encyclopedia articles	n/a	n/a	n/a	n/a	n/a	n/a	\$2,000/article 35¢/word	\$50/article 15¢/word	\$300/article 25¢/word
Family histories	\$80	\$30	\$65	\$30,000	\$7,000	\$17,400	n/a	n/a	n/a
Gagwriting for cartoonists	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$30/gag
Institutional history (church school)	n/a	n/a	\$50	n/a	n/a	n/a	\$1.25/page	\$75/page	\$100/page
Manuscript typing	n/a	n/a	\$20	n/a	n/a	n/a	\$3/page	\$1/page	\$1.27/page

	PER HOUR			PER PROJECT			OTHER		
	HIGH	LOW	AVG	HIGH	LOW	AVG	HIGH	LOW	AVG
Résumés	n/a	n/a	n/a	\$500	\$200	\$300	n/a	n/a	n/a
Writing contest judging <sup>1</sup>	n/a	n/a	\$50	\$250	\$0	\$55	\$20/entry	\$10/entry	\$15/entry
<b>Newspapers</b>									
Arts reviewing	n/a	n/a	n/a	\$200	\$15	\$93	60¢/word	10¢/word	37¢/word
Book reviews	n/a	n/a	n/a	\$200	\$15	\$98	60¢/word	25¢/word	40¢/word
Column, local	n/a	n/a	n/a	n/a	n/a	n/a	\$250/column	\$50/column	\$103/column
Copyediting	\$35	\$25	\$30	n/a	n/a	n/a	n/a	n/a	n/a
Editing/manuscript evaluation	n/a	n/a	\$35	n/a	n/a	n/a	n/a	n/a	n/a
Feature	n/a	n/a	n/a	\$1,000	\$75	\$338	\$1.50/word	10¢/word	54¢/word
Obituary copy	n/a	n/a	n/a	n/a	n/a	n/a	\$225/story	\$35/story	\$112/story
Proofreading	\$25	\$18	\$20	n/a	n/a	n/a	n/a	n/a	n/a
Reprints	n/a	n/a	n/a	\$300	\$50	\$163	n/a	n/a	n/a
Stringing	n/a	n/a	n/a	n/a	n/a	n/a	\$2,400/story	\$40/story	\$378/story
Syndicated column, self-promoted (rate depends on circulation)	n/a	n/a	n/a	n/a	n/a	n/a	\$35/insertion	\$4/insertion	\$8/insertion

<sup>1</sup> Some pay in gift certificates or books. Judging of finalists may be duty included in workshop speaker's fee.