Selling Graphic and Web Design

Donald Sparkman
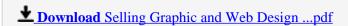
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Expert guidance on selling graphic design, in print and online. Attract today's savvy design clients! A veteran designer who turned his small business into a multimillion-dollar new-media company shares his strategies for success in this new edition of the acclaimed Selling Graphic and Web Design. Donald Sparkman's approach blurs the lines between graphic design, web design, and marketing by building strategic partnerships and thinking outside the box. No-nonsense advice for writing proposals and offering the right design solutions, plus information on providing services that fit a client's needs and budget, have made this book indispensable. Now, in this revised and expanded version, leading Internet designers share strategies on effective marketing for the web, including pricing, billing, portfolios, ethics, brand design, web content management, brand law, and much more. Trusted advice and the latest strategies combine to make Selling Graphic and Web Design a great one-stop resource for designers in every field. • New edition of a classic • Up-to-the-minute advice on selling to internet clients • Get the top clients and keep them

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