

## *Hey Jane!—Advice on Honoraria*

Welcome to Column 30 of *Hey Jane!* This is a project of the SWS Career Development Committee. Questions and answers are generated by the committee and SWS members.

The responses for this issue were compiled from SWS members: Rene Almeling, Kris DeWelde, Mary Erdmans, Myra Marx Ferree, Autumn Green, Leslie Hossfeld, Laura Kramer, Anne Lincoln, Judith Lorber, Pat Martin, Julia McQuillan, Joya Misra, Christine Morton, Adina Nack, Nancy Naples, Stephanie Nawyn, Karen Pyke and Gayle Sulik.

The *Hey Jane!* series editor is Andrea Miller.

**HEY JANE! I'm not sure how much of an honorarium to ask for when lecturing outside of my university, especially when my host is a large corporation.**

**JANE SAYS:** Remember not to undervalue or underprice your expertise. Many (most) of you may be experts in this field and have been presenting this information for several years. As experts it is fair to assume that the host values what you have to say and thus, it is acceptable to ask the host what they have offered to other guests and lecturers.

Travel time, preparation time, and time away from your own work is valuable for your host to know. It is also acceptable to put forth an rubric based on what your honorarium includes with regard to your charges.

**What is a fair amount to charge for my work, expertise, and time for university and non-profit engagements?**

**JANE SAYS:** After inquiring with several feminist colleagues I suggest the following rubric:

### University and non-profit engagements

\$150 for a two-hour small capacity engagement at a public university.

Sociology departments usually pay around \$200-\$300. Med schools = \$500.

For non-profits/universities, I typically request \$200-\$500, but I've been paid up to \$1,000 by some organizations.

\$750 + airfare/meals/lodging to speak at universities.

\$1,500 for private university/college.

When in doubt, the most common response is to ask for \$500, which is a widely accepted honorarium at most universities.

**What about corporate engagements, do I use a different pricing strategy?**

**JANE SAYS:** Because years of expertise and hours of preparation most likely went into your ability to offer the talk you can consider costs ranging from \$2000-\$5000, especially if it is a "well funded" corporation. A little research on other speakers' fees will help you determine your fee as well.

If you are being asked to give a workshop, asking for a higher-end honorarium makes sense. If you are more comfortable breaking down your expenses you might ask for \$250 an hour or \$3000 per day.

**JANE still has you stumped?** Don't worry. For more insights and additional resources please peruse the following resources:

<http://chronicle.com/forums/index.php?topic=54776.0>

<http://evanbailyn.com/keynotespeakers/the-ultimate-guide-to-keynote-speaker-fees/>

<http://scatter.wordpress.com/2013/08/04/how-much-do-you-charge/>