

# BUSINESS SAVVY

## PHOTOGRAPHER

### Which Version Is Right For My Business?

The **Start Smart** series offers **ONE** product line for any hours/minutes of coverage. It can be shoot & burn **or** shoot & burn with prints **or** shoot & burn with album or any product line. There are no limits to what you can offer within your services. The product line that you want to offer is completely up to you. You can choose any hours of coverage that you would like to offer from 1 to 12 hours of coverage for wedding photographers and 15 to 120 minute sessions for portrait photographers.

The **Price Point** series offers up to **FOUR** different product lines for the same hours/minutes of coverage. You can choose any hours of coverage that you would like to offer from 1 to 12 hours of coverage for wedding photographers and 15 to 120 minute sessions for portrait photographers. There are no limits to what you can offer. The product lines offered for Packages A, B, C and D is completely up to you.

#### Start Smart (1 Product Line)

##### Package A: Shoot & Burn

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

OR

##### Package A: Shoot & Burn + Prints

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

OR

##### Package A: Shoot & Burn + Album

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

OR

##### Package A: Any Product Line

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

#### Start Smart Versions

##### Start Smart Portrait Photographer-

Portrait photography business with 1 photographer + assistant(s)

##### Start Smart Wedding (1 Photographer)-

Wedding photography business with 1 photographer + assistant(s)

##### Start Smart Wedding (2 Photographers)-

Wedding photography business with 2 photographers + assistant(s)  
(husband & wife teams or partnerships with 2 photographers)

##### Start Smart Weddings & Portraits (1 Photographer)-

Weddings & Portrait business with 1 photographer + assistant(s)

##### Start Smart Weddings & Portraits (2 Photographers)-

Weddings & Portrait business with 2 photographers + assistant(s)  
(husband & wife teams or partnerships with 2 photographers)

#### Price Point (Up To 4 Product Lines)

##### Package A: Shoot & Burn

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

AND

##### Package B: Shoot & Burn + Album

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

AND

##### Package C: Shoot & Burn + Album + Canvas

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

AND

##### Package D: Any Product Line

- Weddings: 1 (engagement), 4, 5, 6, 7, 8, 9, 10, 11 and/or 12 Hours
- Portraits: 15, 30, 45, 60, 75, 90, 105 and/or 120 Minute Sessions

#### Price Point Versions

##### Price Point Portrait Photographer-

Portrait photography business with 1 photographer + assistant(s)

##### Price Point Wedding (1 Photographer)-

Wedding photography business with 1 photographer + assistant(s)

##### Price Point Wedding (2 Photographers)-

Wedding photography business with 2 photographers + assistant(s)  
(husband & wife teams or partnerships with 2 photographers)

##### Price Point Weddings & Portraits (1 Photographer)-

Weddings & Portrait business with 1 photographer + assistant(s)

##### Price Point Weddings & Portraits (2 Photographers)-

Weddings & Portrait business with 2 photographers + assistant(s)  
(husband & wife teams or partnerships with 2 photographers)