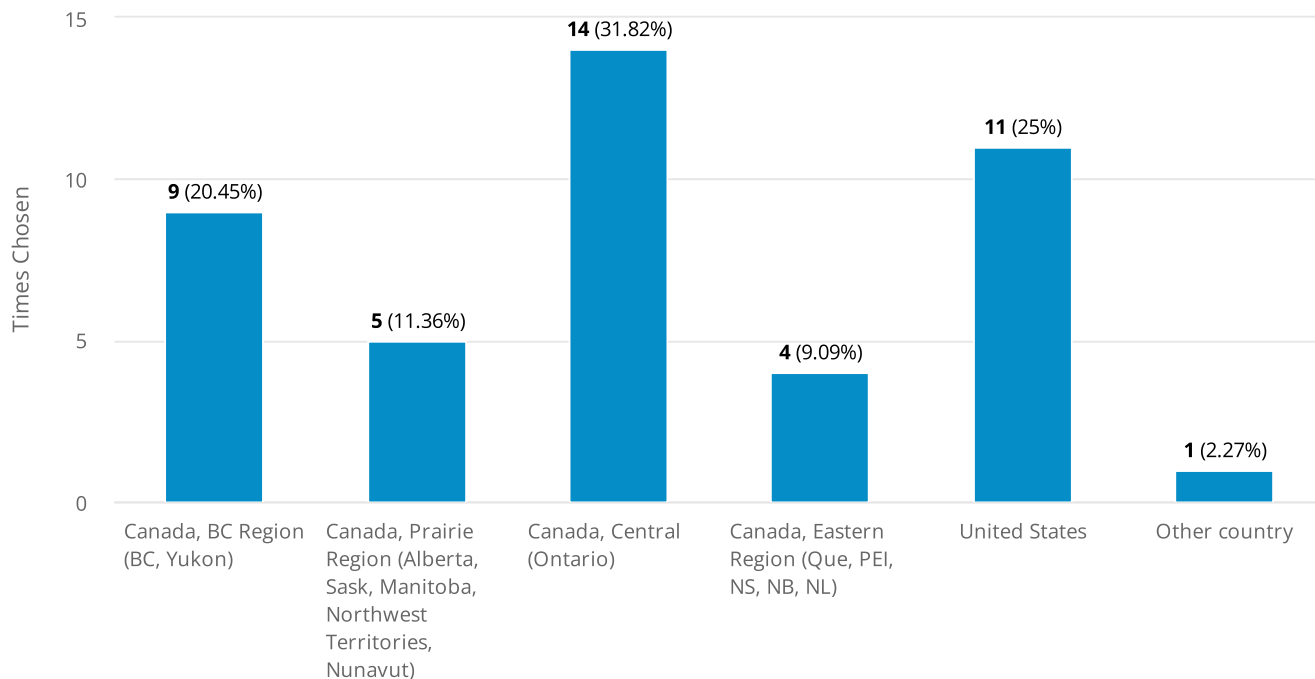


# Rates Survey 2021

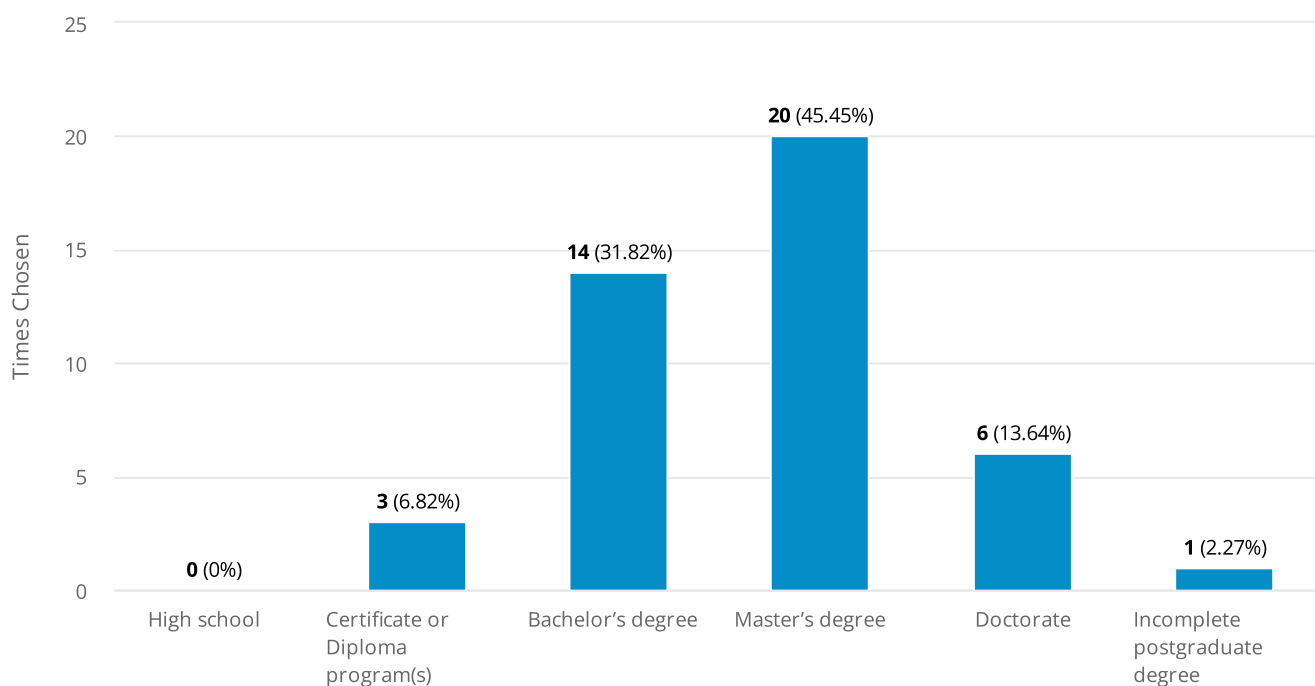
## Where do you live?

Number of responses: 44



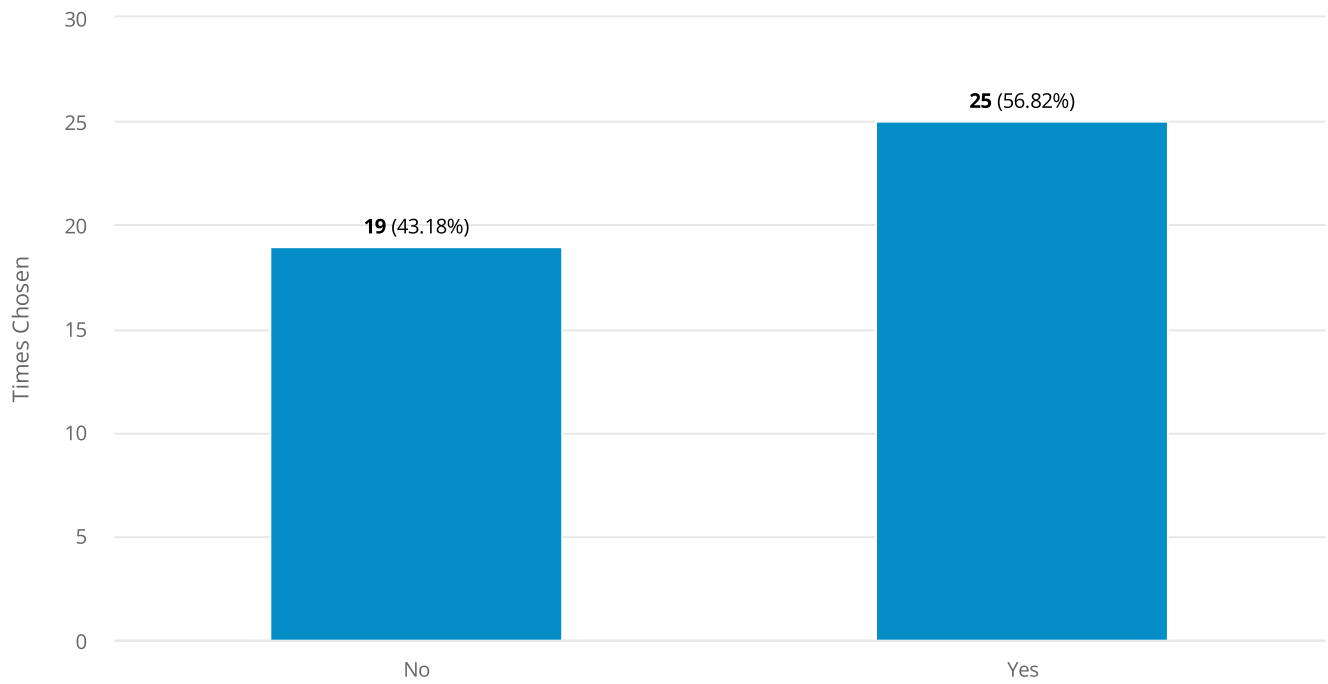
## What is your highest level of education?

Number of responses: 44



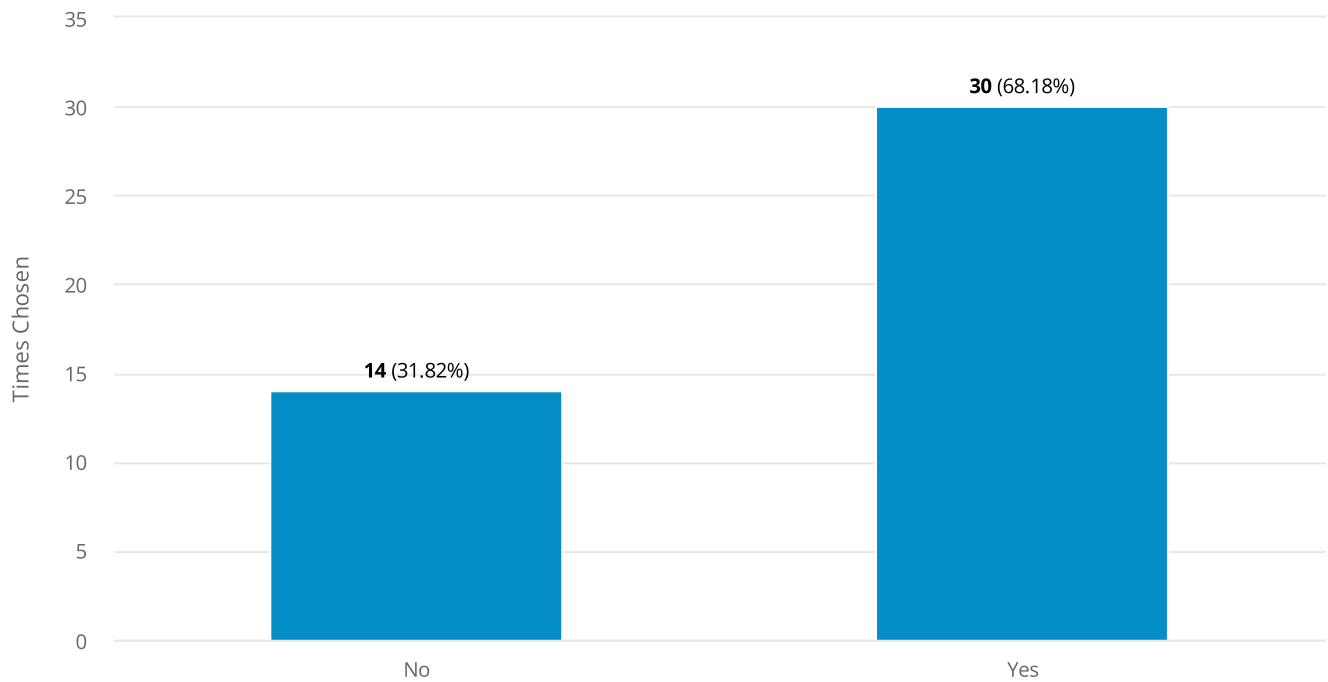
## Do you belong to any other professional or business associations or organizations?

Number of responses: 44



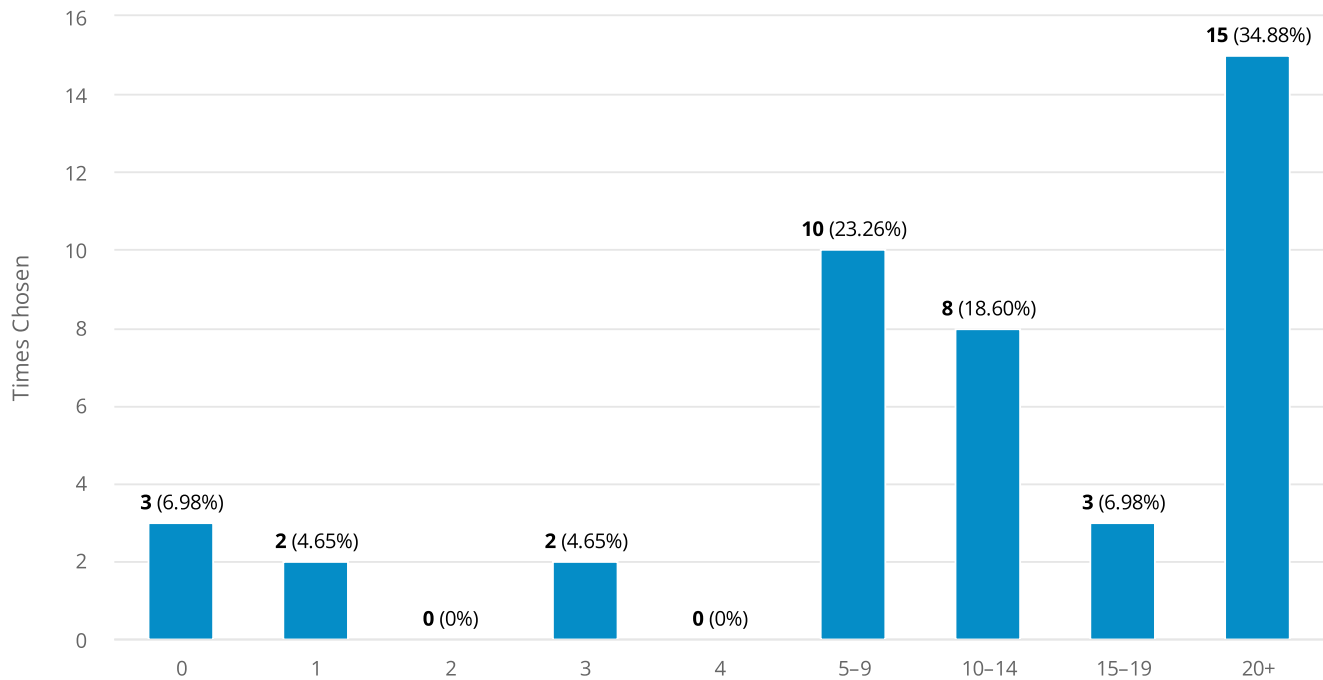
## Have you any specialized training in indexing?

Number of responses: 44



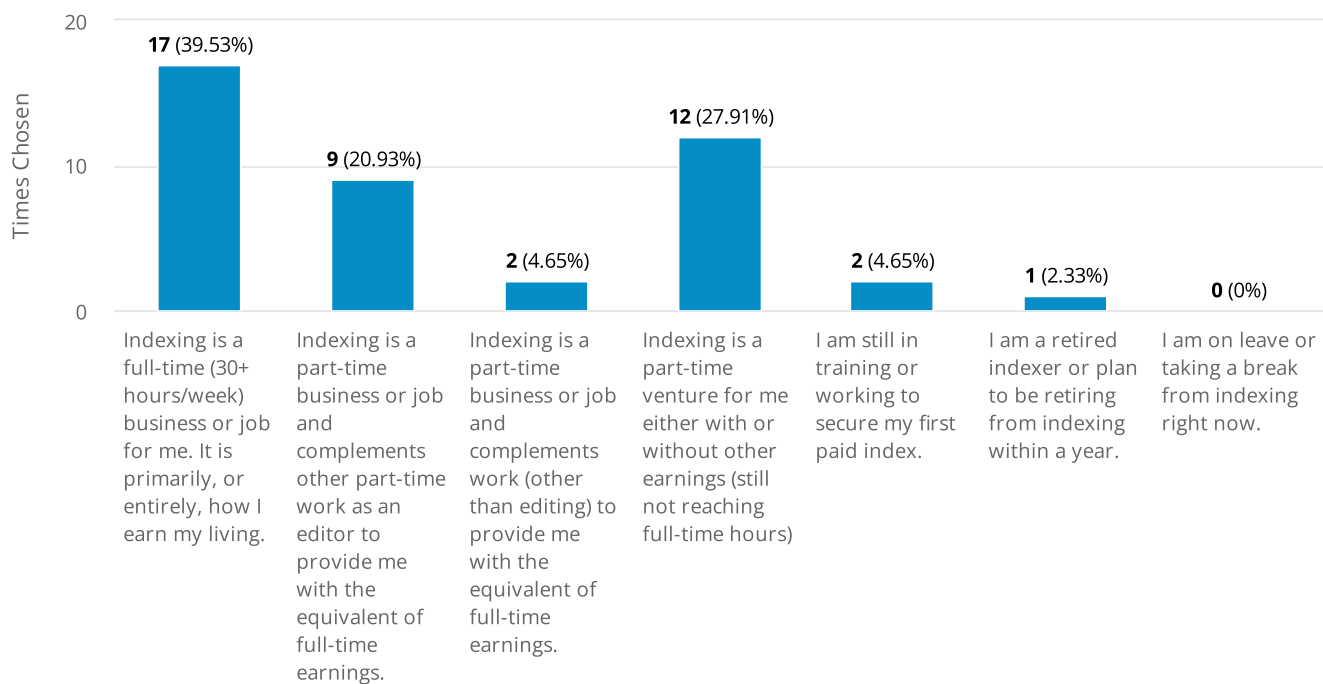
## How many years have you worked as an indexer? Please consider your first paid index (either freelance or through employer) as your start date.

Number of responses: 43



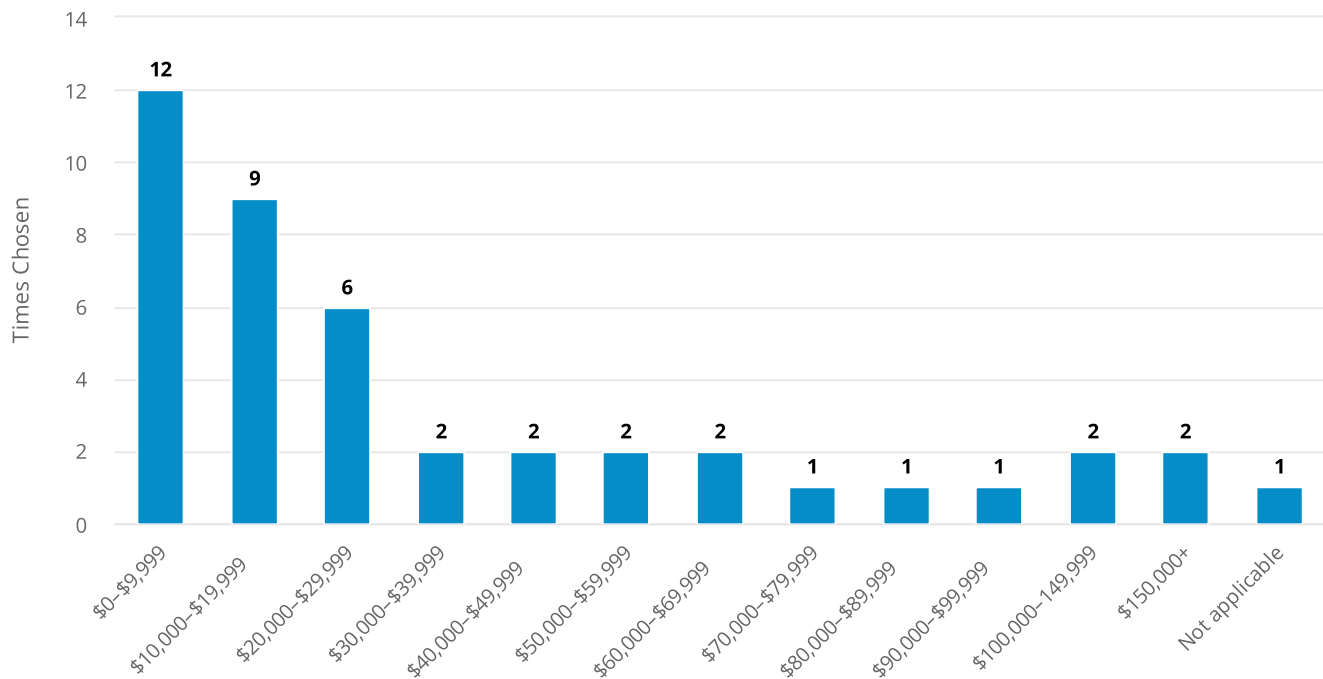
## What is your indexing employment status?

Number of responses: 43



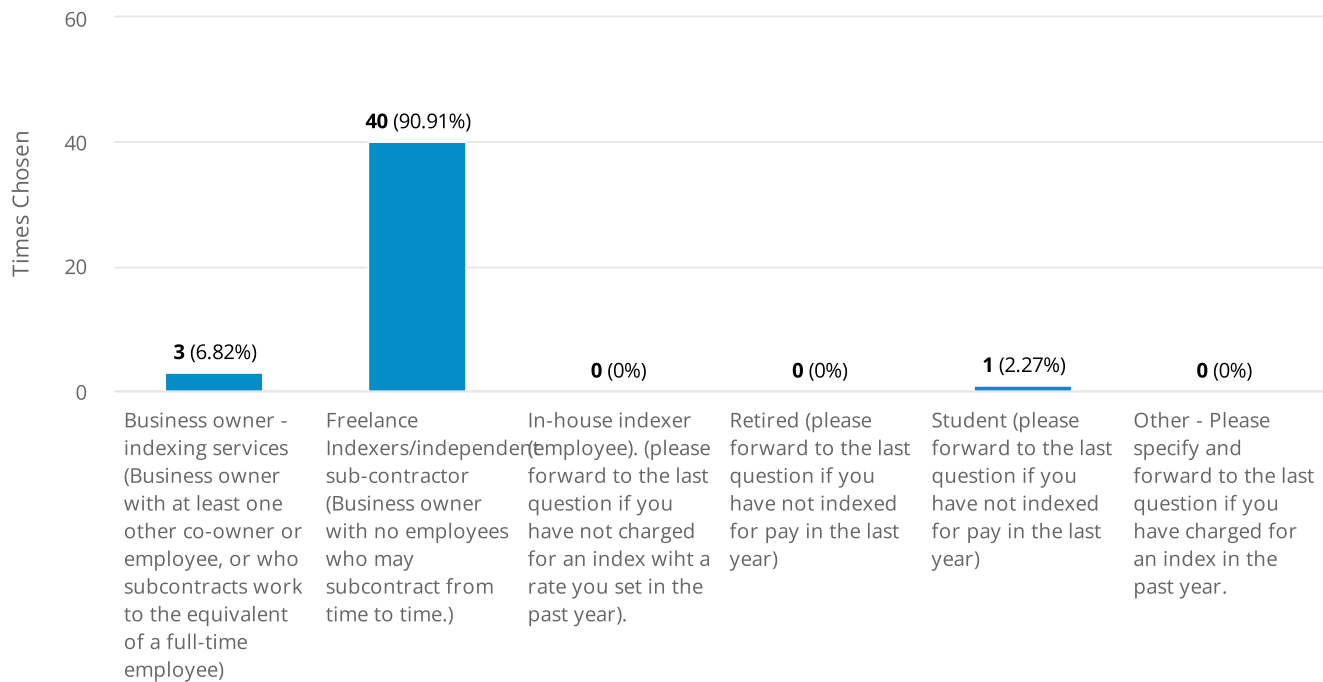
## What is your income (gross) from indexing in 2020 (Canadian Dollars)?

Number of responses: 43



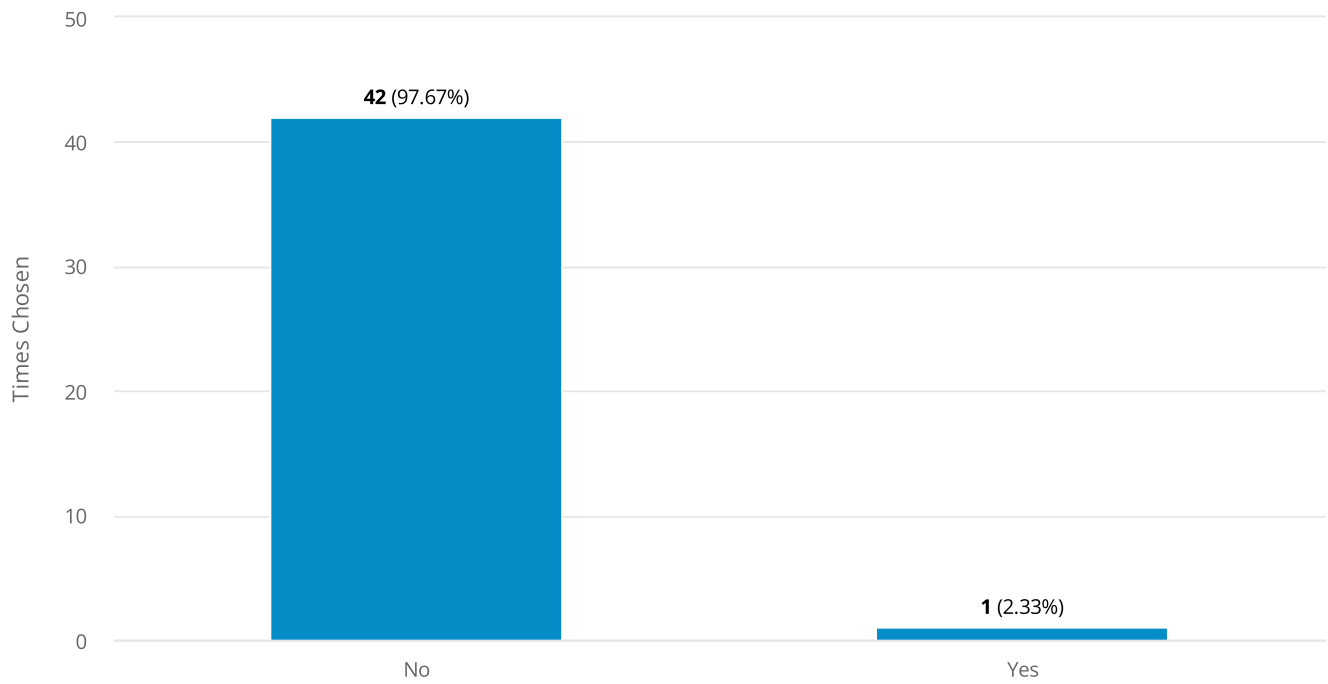
## How are you employed in the indexing profession?

Number of responses: 44



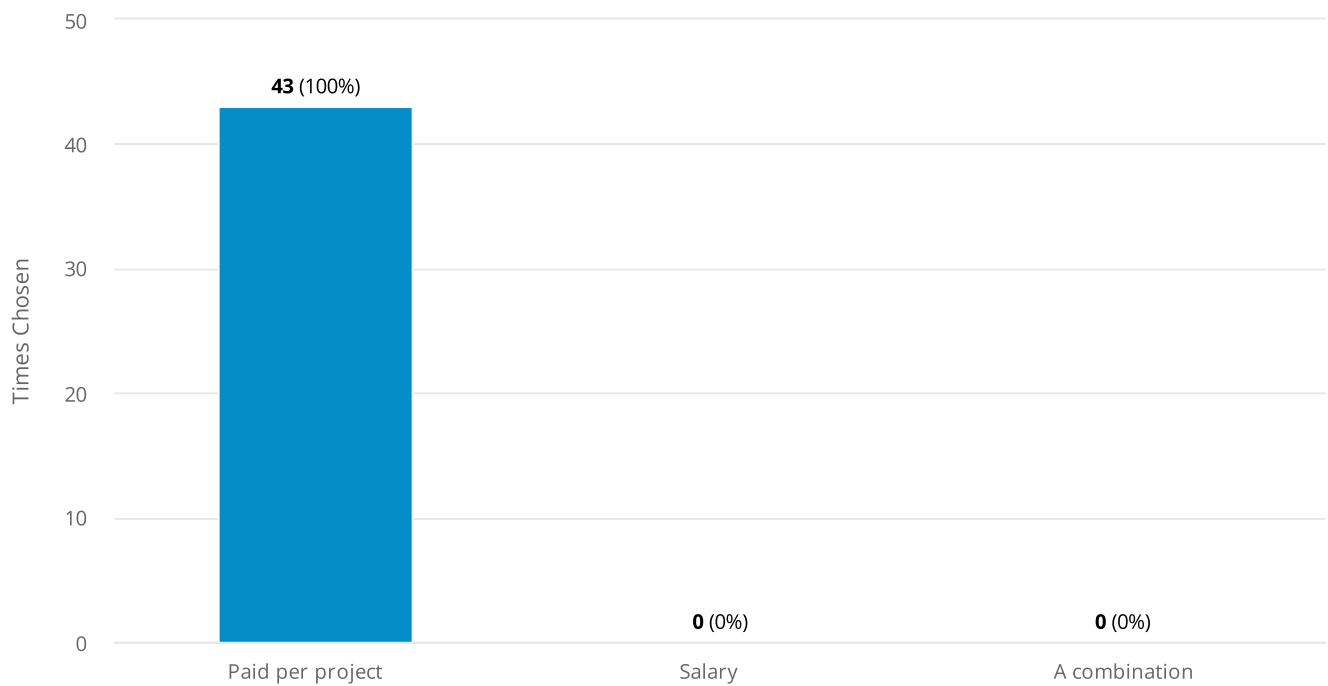
## Does your indexing job provide health and/or dental benefits?

Number of responses: 43



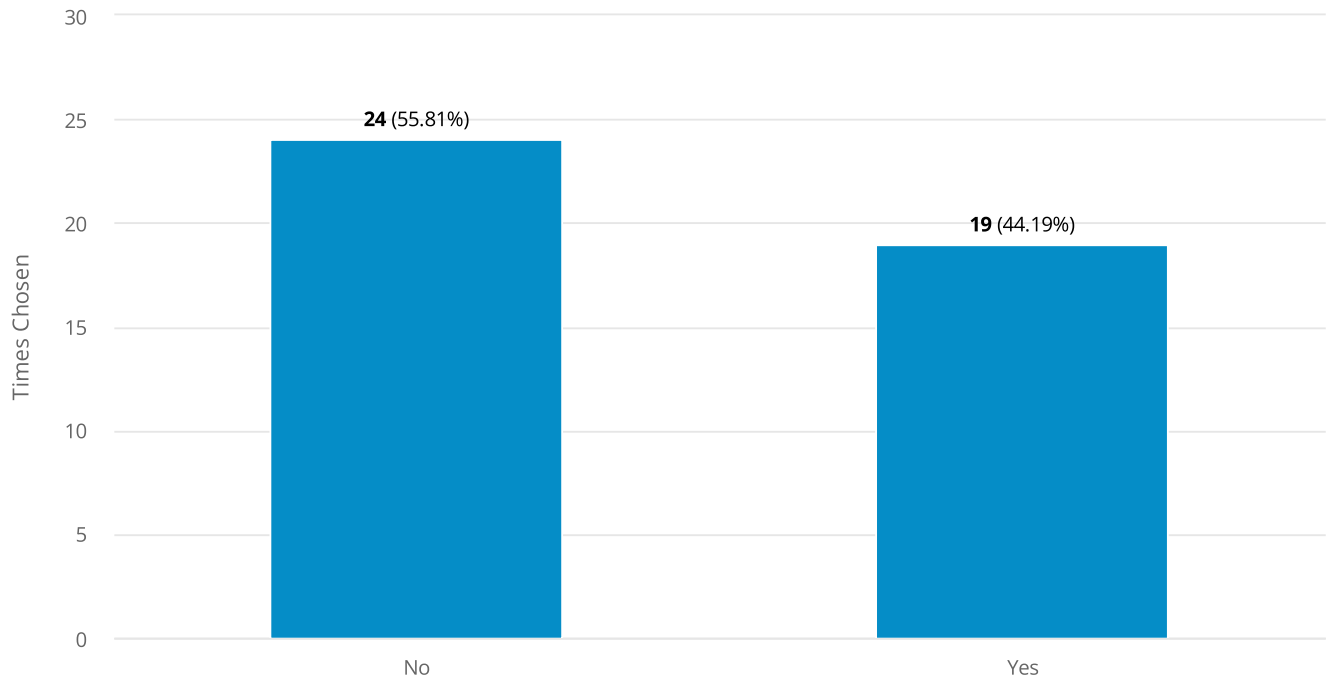
## How are you compensated for your indexing work?

Number of responses: 43



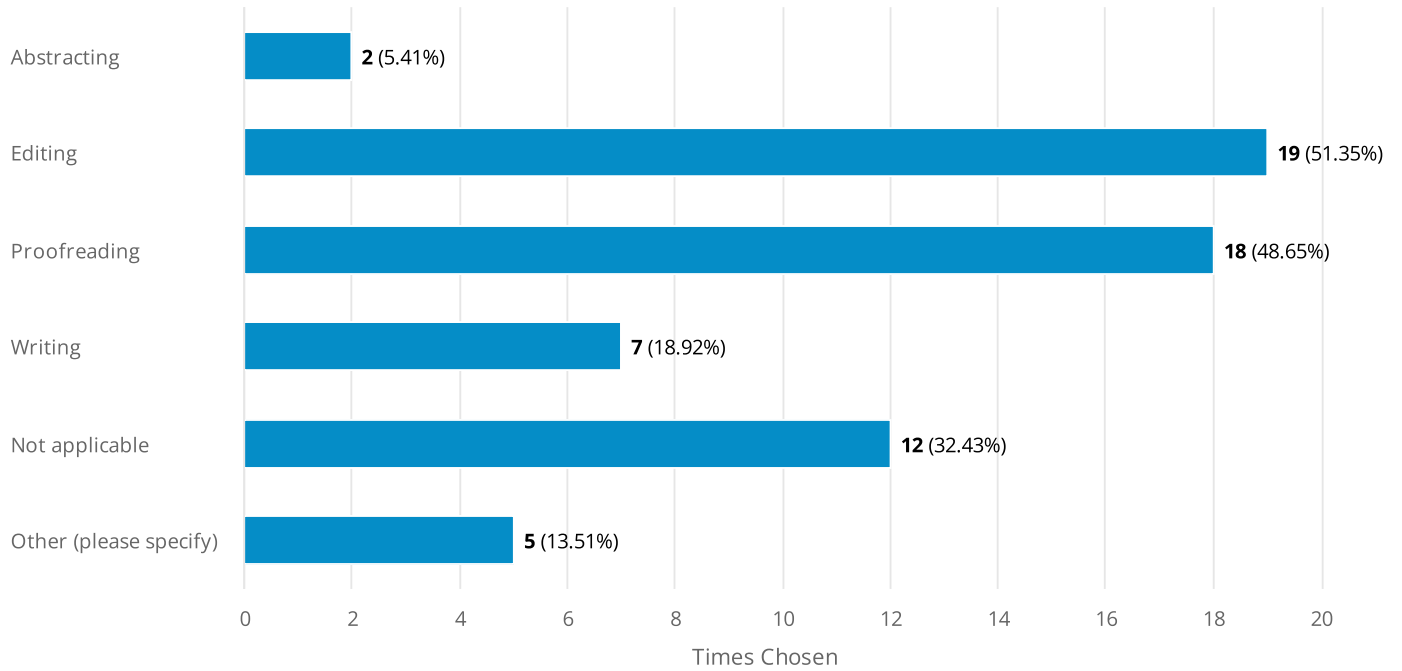
# Is indexing the only service you provide?

Number of responses: 43



## What services related you indexing do you provide other than indexing? Check all that apply.

Number of responses: 37



"Other (please specify)" text answers:

Consulting

Permissions and photo research

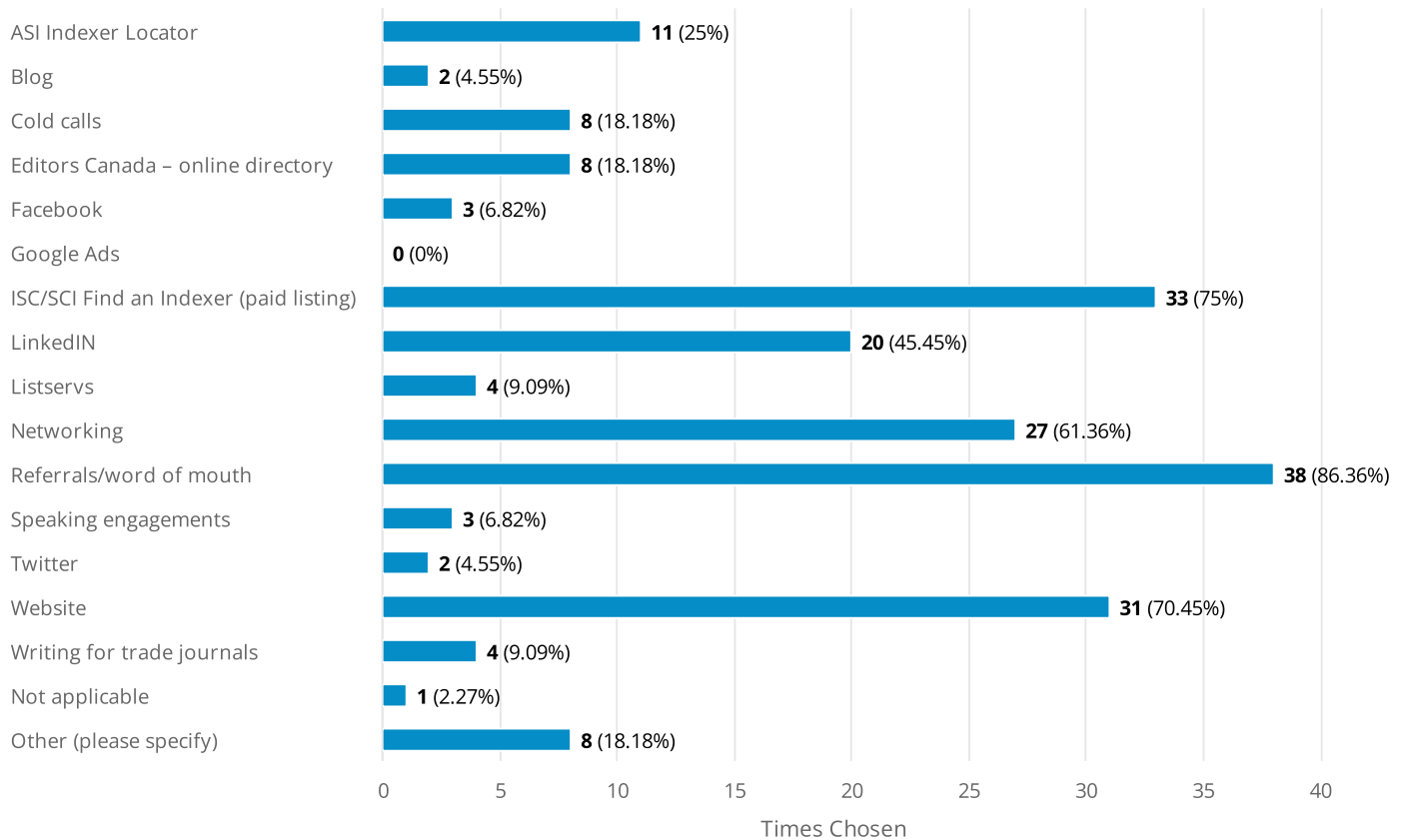
Consulting

Translation

Teach indexing

# What marketing strategies do you use?

Number of responses: 44



"Other (please specify)" text answers:

I'm on LinkedIn, Facebook, and Twitter, but I don't see the use of them as active marketing strategies ... perhaps they are passively, though.

EFA Locator

Etsy and Ravelry

Repeat business--which has been the bulk of my business

Email

RFPs (Request for Proposals)

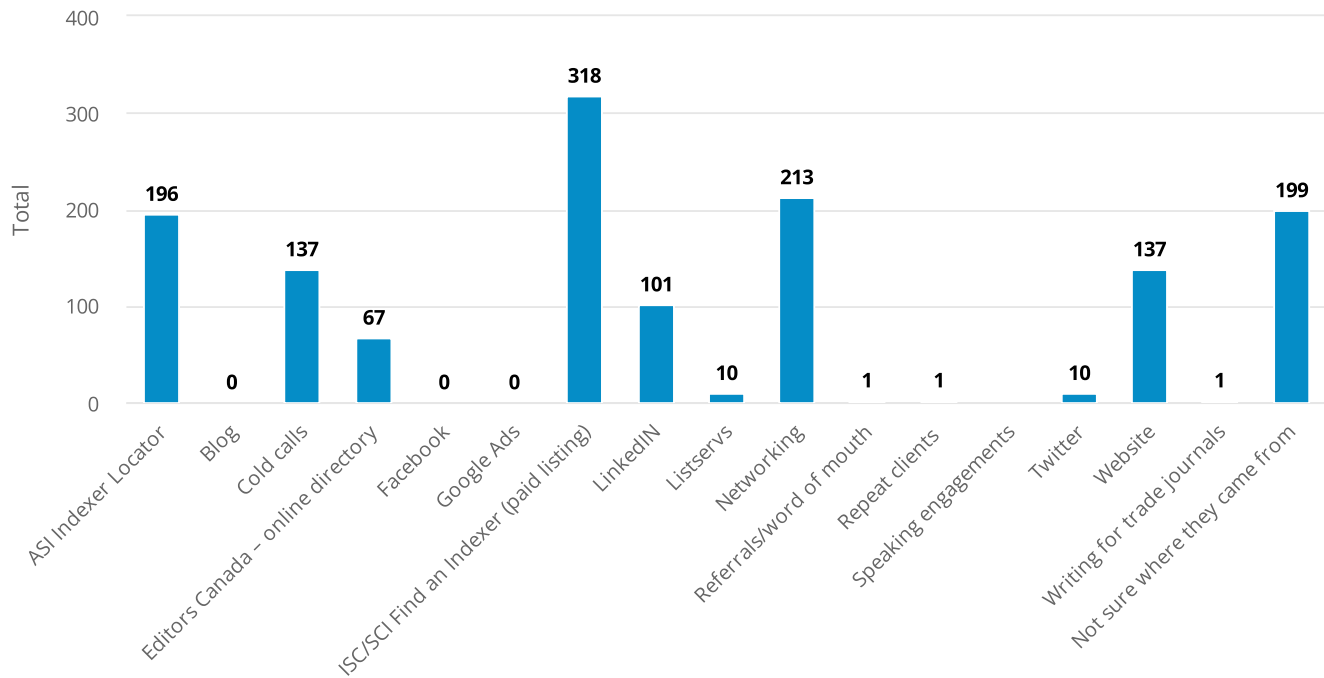
Editorial Freelancers Association listing and an end-of-year/holiday mailing to select editors and publishers

Emailed letters and posted (snail mail) letters.



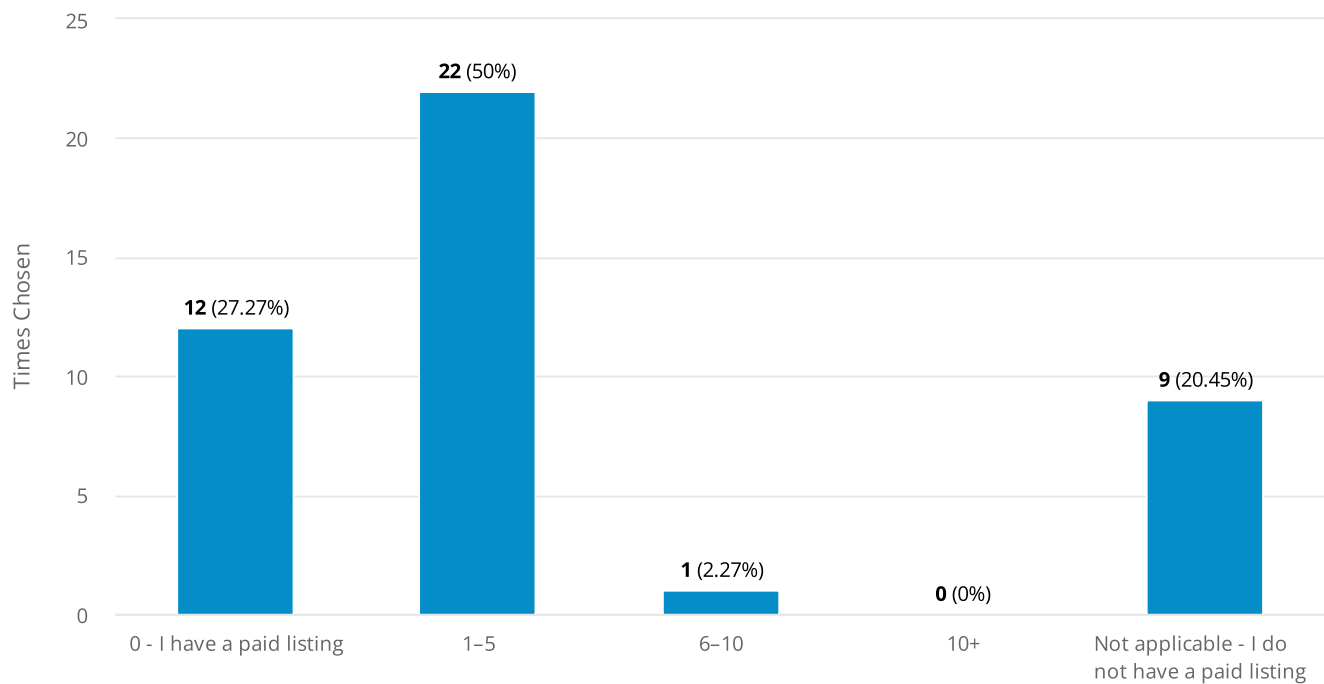
**Please indicate the percentage of your clients that come from the following strategies. (sum = 100%)**

Number of responses: 41



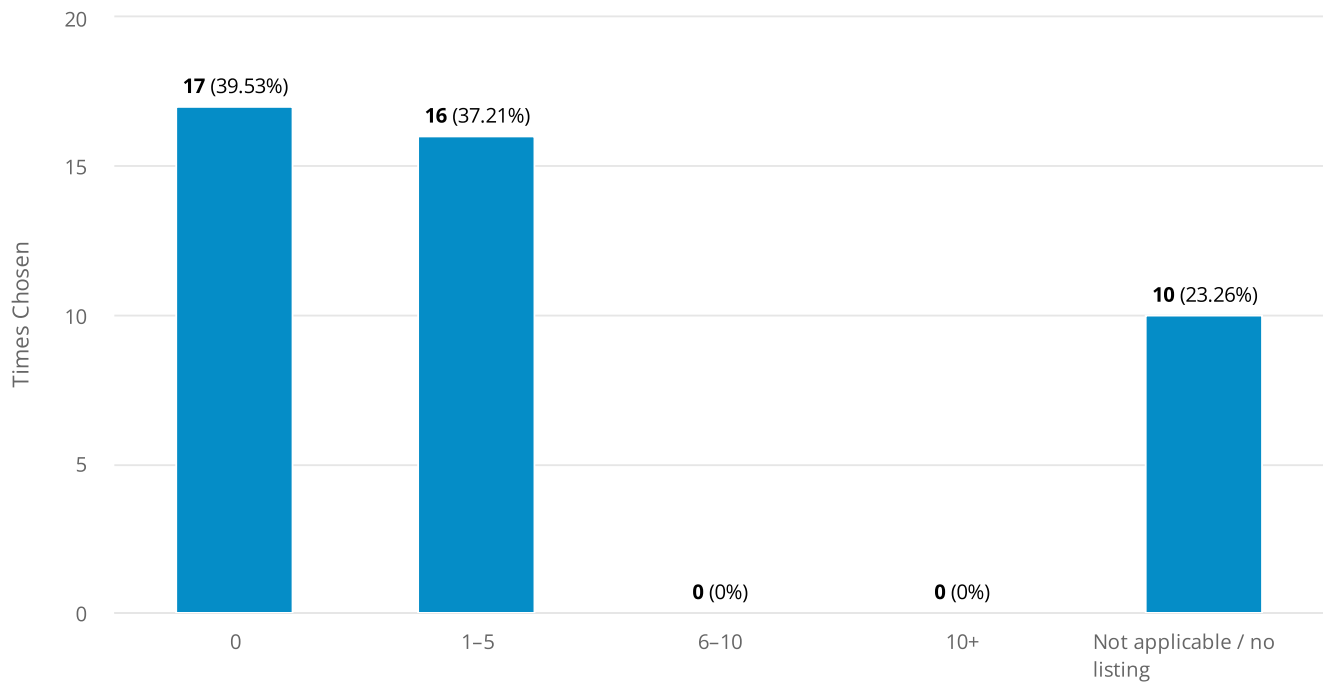
**If you have a paid ISC/SCI listing, how many queries came to you via your ISC/SCI listing in the past year?**

Number of responses: 44



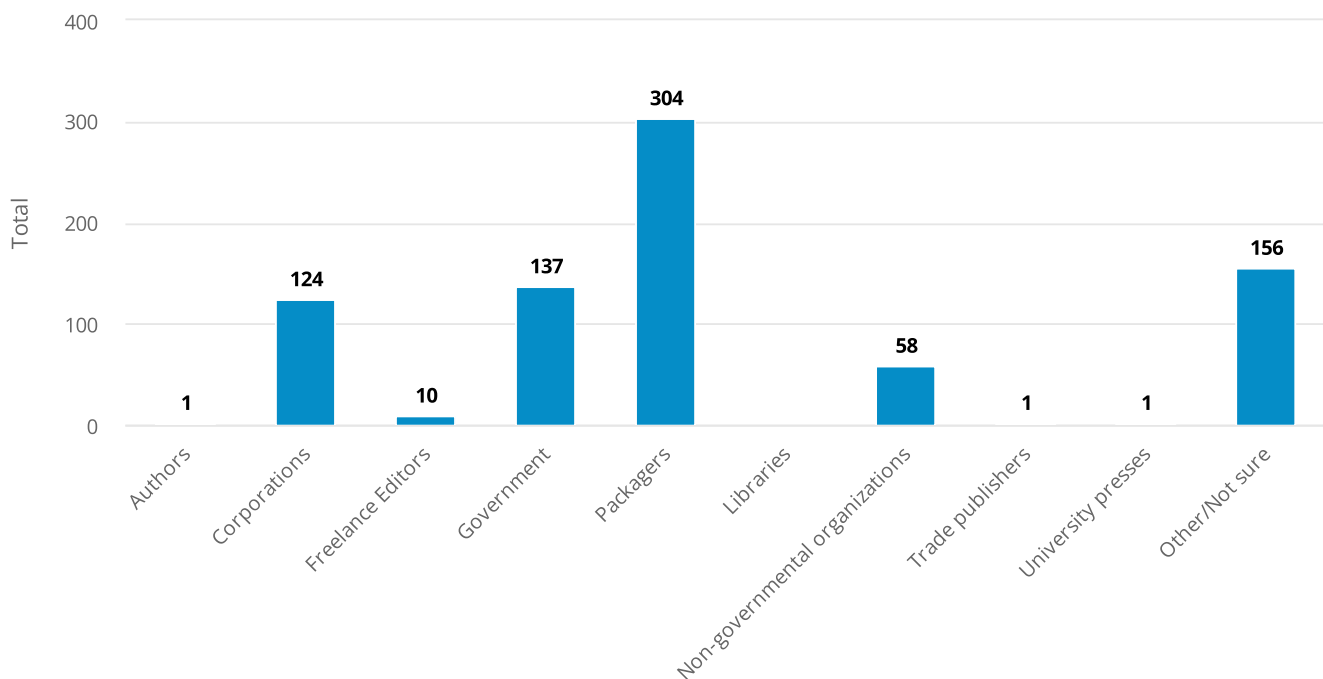
## In the past year, how many clients were booked via your ISC/SCI listing?

Number of responses: 43



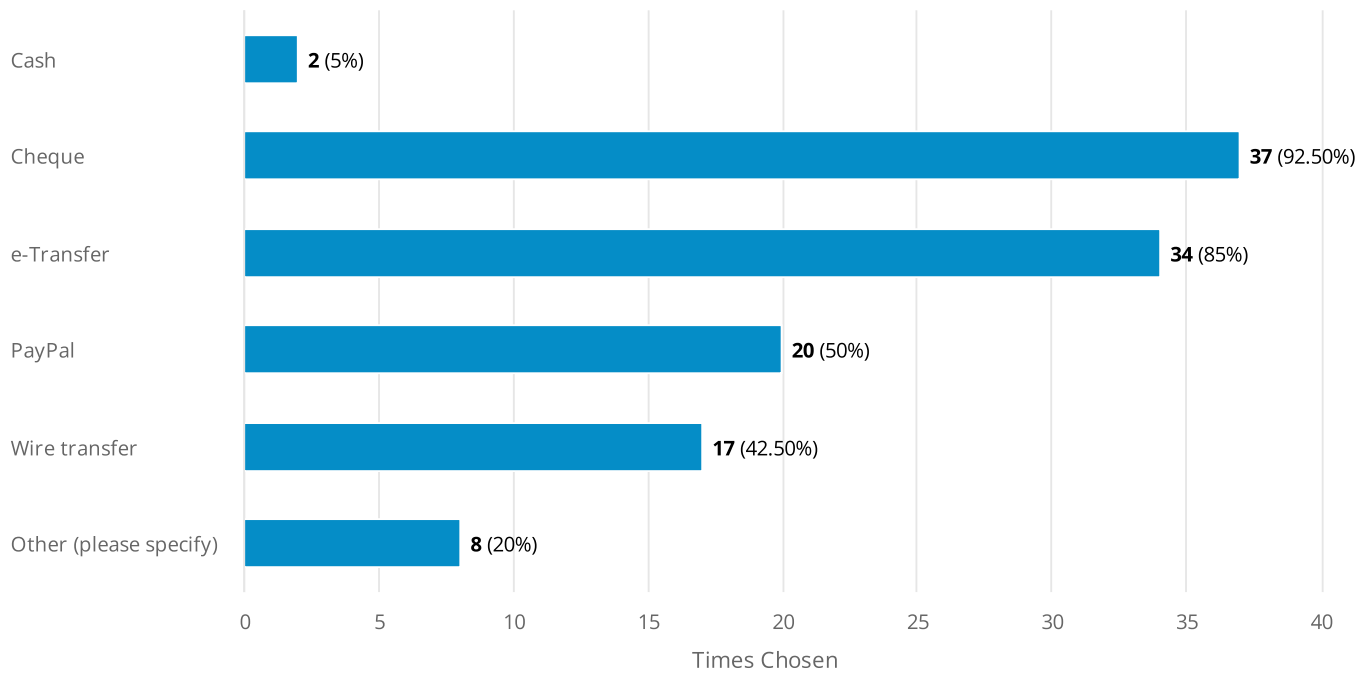
## In the past year, approximately what percentage of your indexing work came from the following clients? (sum = 100%)

Number of responses: 42



# What methods of payment do you accept from clients?

Number of responses: 40

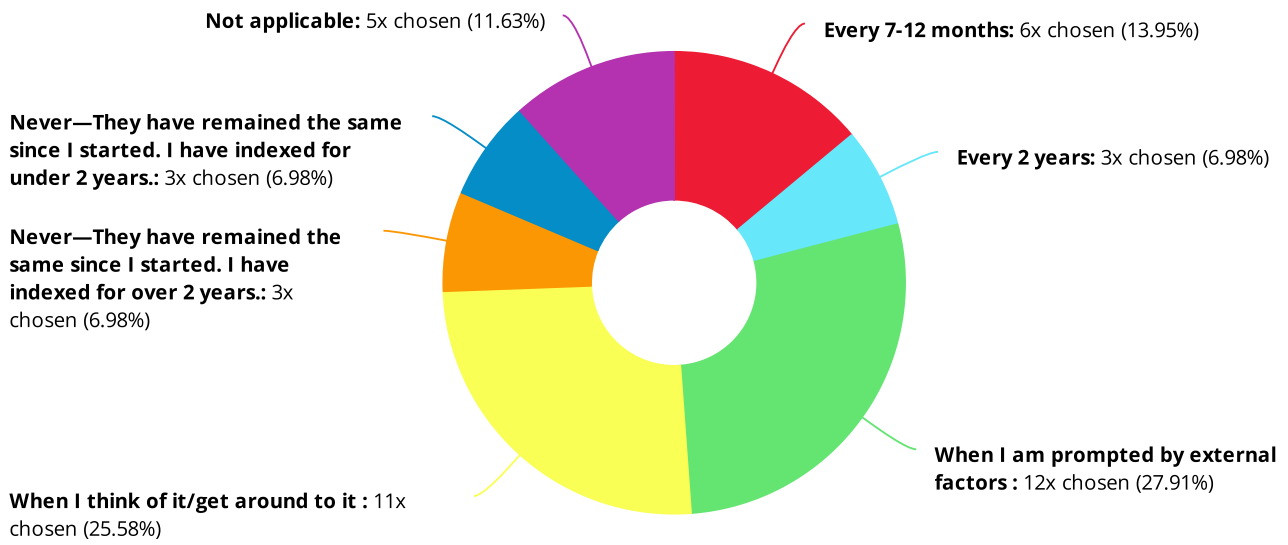


"Other (please specify)" text answers:

- Direct deposit
- Direct deposit
- Credit card via Stripe
- electronic funds transfer (automatic deposit)
- Direct deposit--preferred methog
- Direct deposit
- direct deposit
- direct deposit

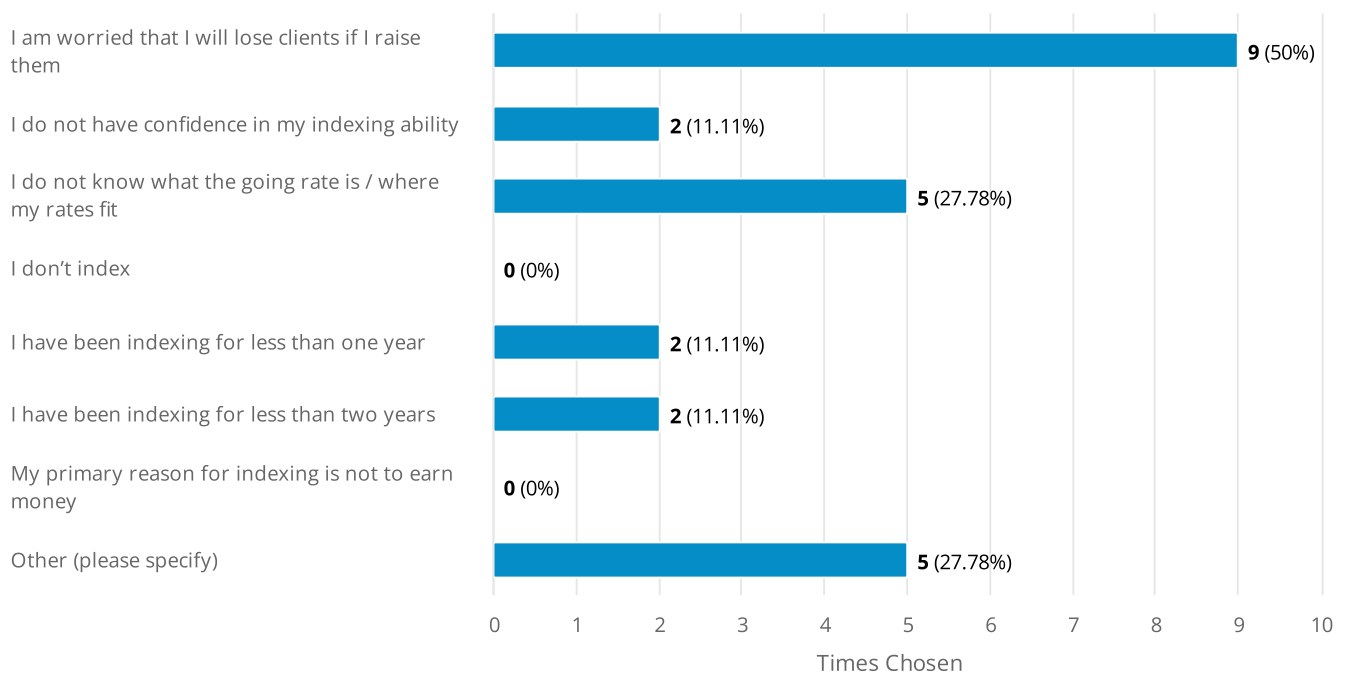
# Do you regularly assess and possibly raise your rates? And if so how often?

Number of responses: 43



## If you have never raised your rates, tell us why. Check all that apply

Number of responses: 18



"Other (please specify)" text answers:

For some clients, I have never raised my rates because they were reasonable to start with and as I became more efficient, my hourly rate increased. For others, they are more recent clients and the pay rate is satisfactory.

In the UK, unless you contract direct with the author, the fee is dictated by the client with negligible room for negotiation

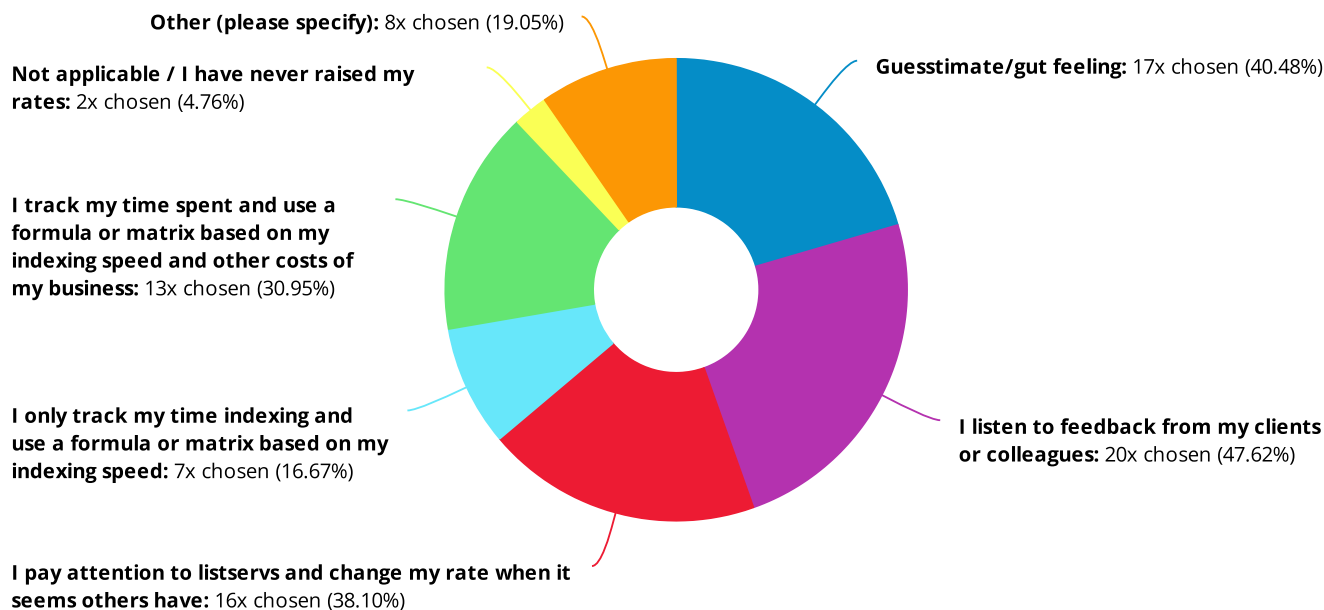
The rates in academic indexing have mostly stayed the same since I started indexing.

I have not raised my rates with regular clients, but I do raise them for new ones

The companies I work for set the rates, not me. If one company is paying a lower rate, I do ask for equity with the higher paying ones.

## How do you develop and assess your rates?

Number of responses: 42



"Other (please specify)" text answers:

Society recommended rates (but as I said it's rare that I get a chance to quote a rate)

I sometimes consider the kind of client--and how much I want a given book.

I rely on the rates survey published in the Summer 2008 Bulletin and adjust accordingly based on my experience and the increased cost of living.

I raise my rates based on inflation and some loose guideline on what I think indexers "should" charge in order to make a living.

My rates have increased as my experience has increased and as I have taken on more complex projects.

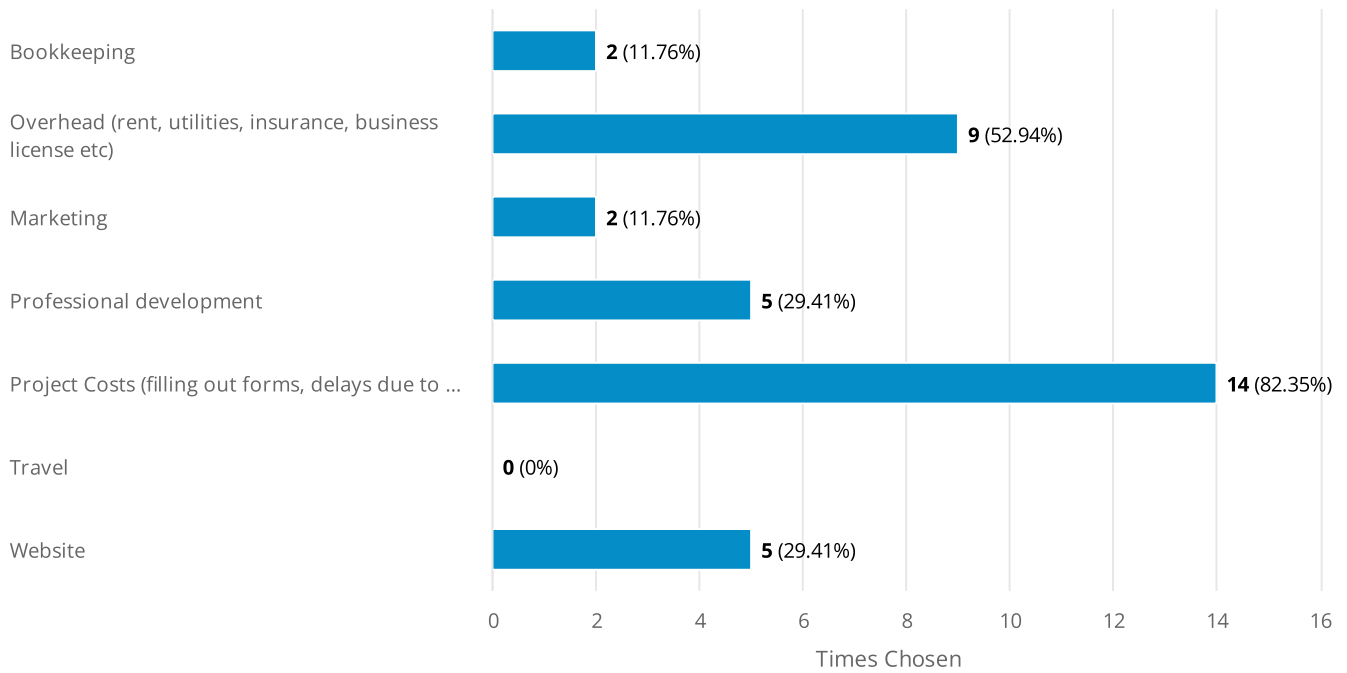
I base my rates on page/word count -- its the easiest and I can relax rather than worry about hours

see above.

Complexity of material indexed. Special expertise needed. Rush jobs.

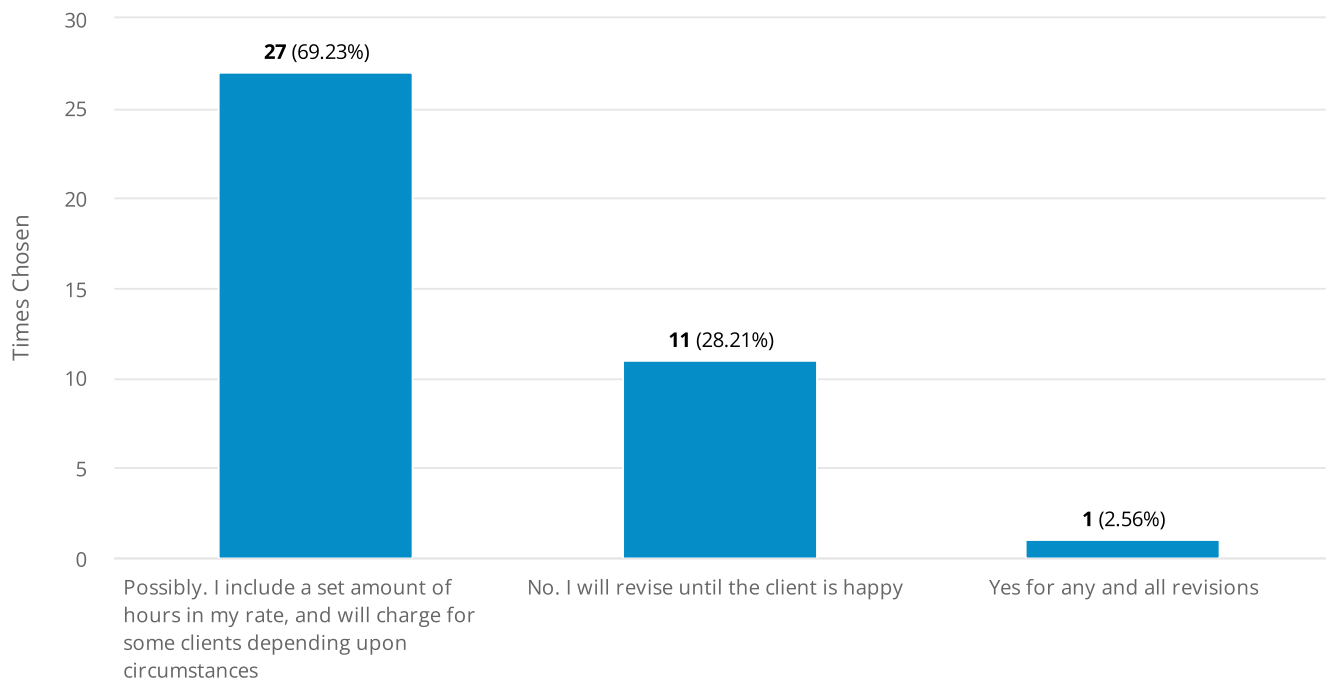
## When developing and assessing your rates, do you factor in additional costs related to running a business? Please check all that apply.

Number of responses: 17



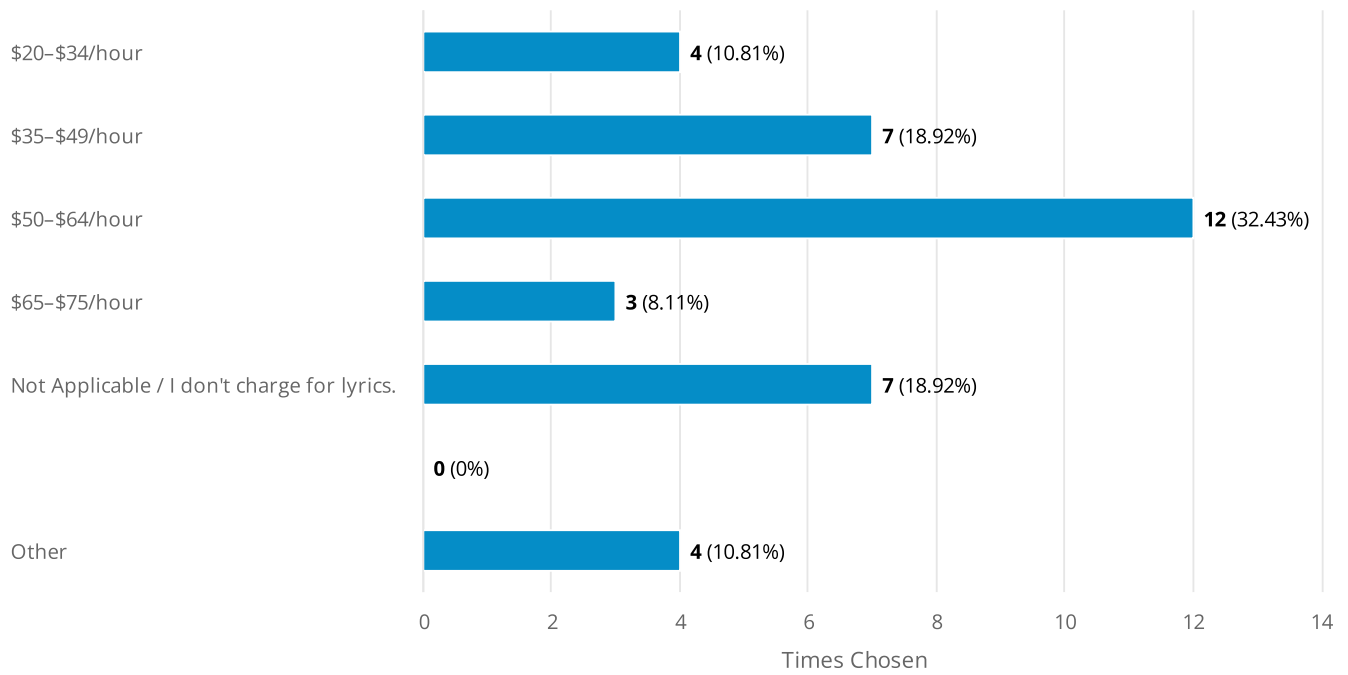
## Do you charge for revisions?

Number of responses: 39



## What do you charge for revisions aside from any are included in your rate?

Number of responses: 37



"Other" text answers:

It depends.

usually per page

I don't charge for revisions -- if offered, I'll accept but I want happy clients and the best index possible

\$40-\$50