

CLOUDCONF 2018 - JACOPO ROMEI - EXTREME CONTRACTS

YOUR FRIENDS ARE
PROBABLY SLAVES. AND YOU?

“Jacopo who?”

–THE AUDIENCE

“Remember that money
is fuel for life and that the
real wealth is
discretionary time.”

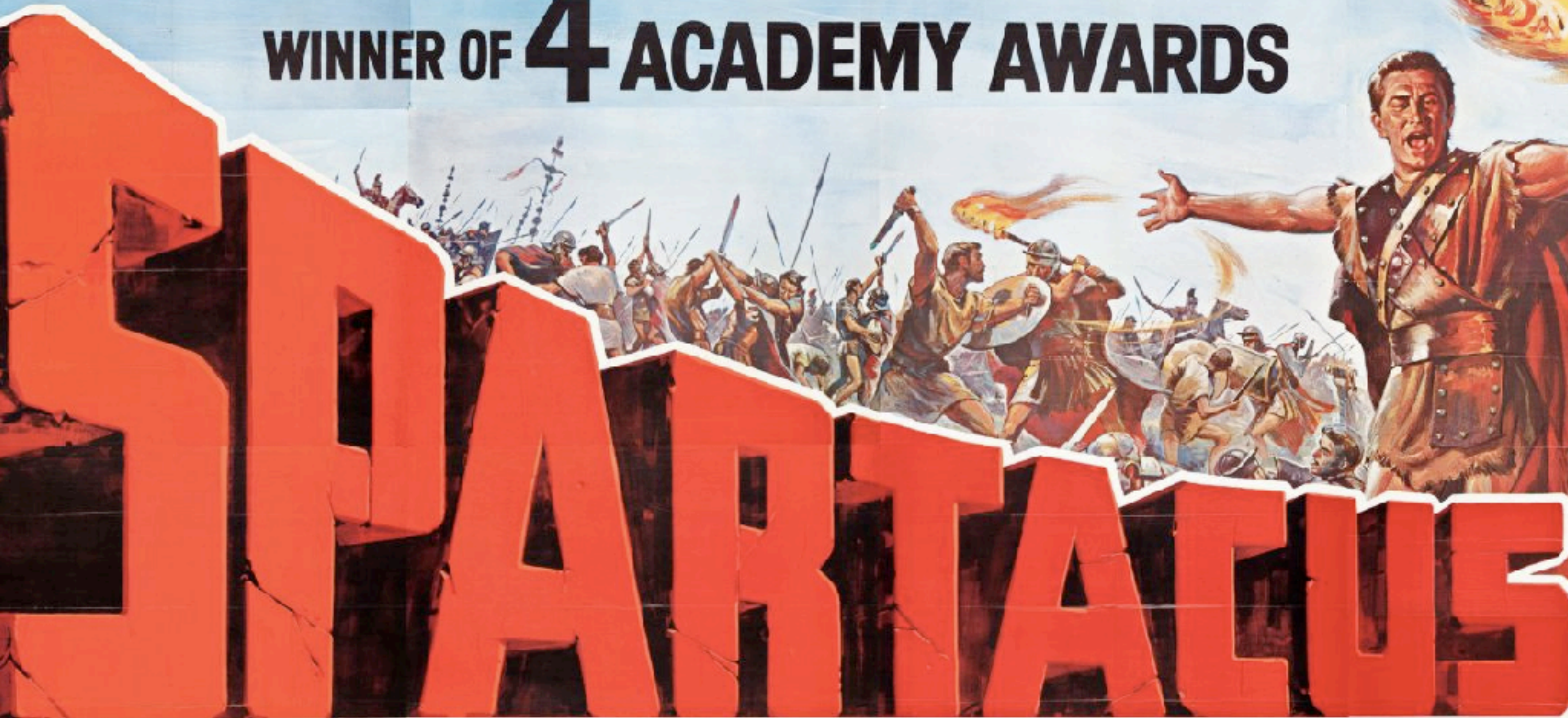
—ALAN WEISS



HOW MANY OF US ARE IN A POSITION
TO MEET OUR PROFESSIONAL AND
PERSONAL LIFE GOALS?

BE SLAVERY-AWARE

WINNER OF **4** ACADEMY AWARDS



A Bryna Production • A Universal-International Release

TECHNICOLOR

“Slave, noun: a person who is the legal property of another and is forced to obey them.”

FIXED PRICE MEANS CUSTOMER'S UPPER HAND



TIME & MATERIALS, WELL...



EMPLOYEE MEANS BOTH (BUT
NOT ANY LESS RESPECTABLE)

A GOOD CONTRACT IS
VALUE-DRIVEN.

“My fee represents my contribution to this project with a dramatic return on investment for you and equitable compensation for me.”

—ALAN WEISS

ANYTHING LESS THAN GENERATED
VALUE IS FAIR.



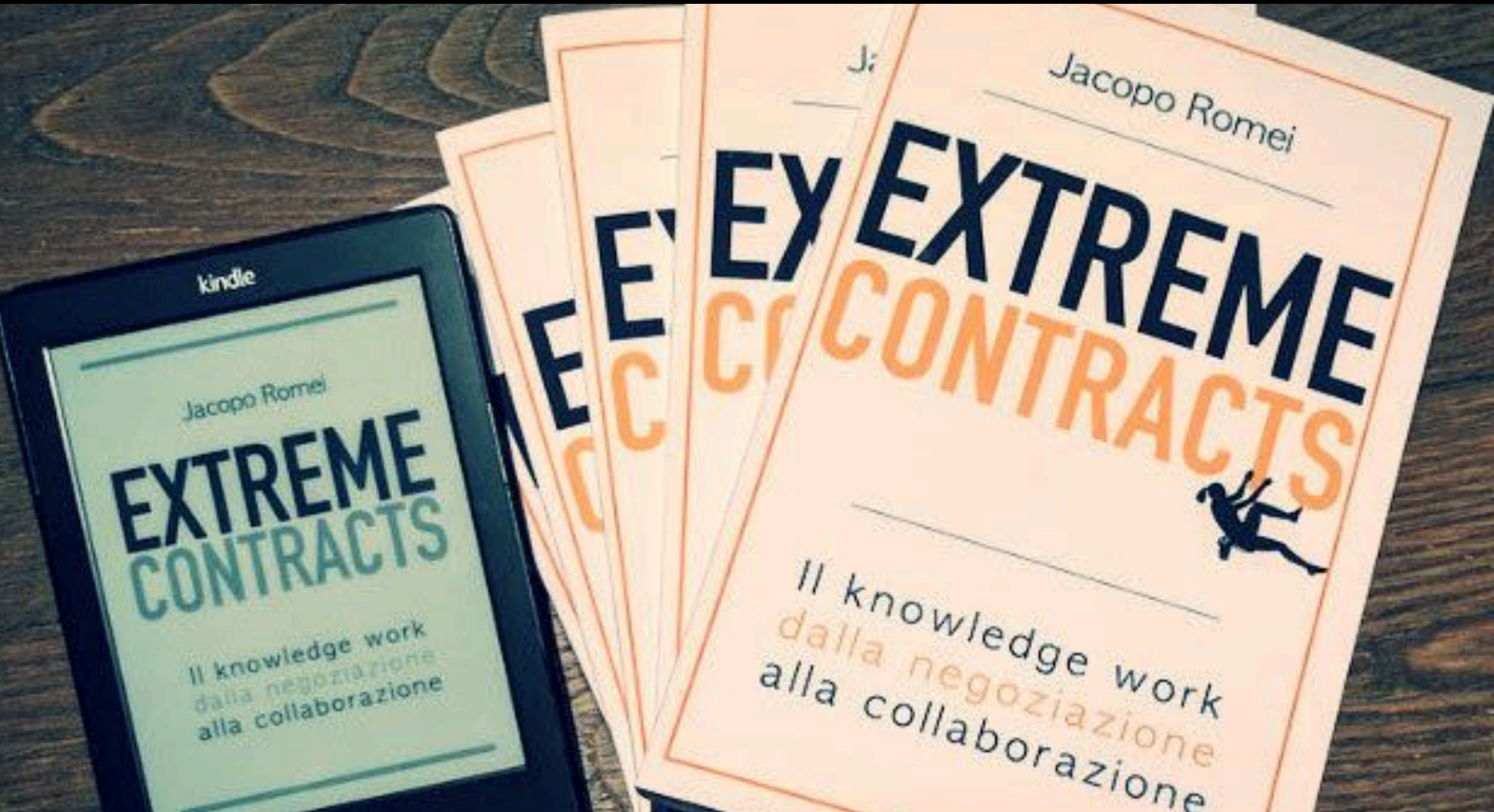
ANYTHING MORE THAN A
REASONABLE ROI IS SLAVERY.



EITHER MAKE VALUE OR
SKIN IN THE GAME EXPLICIT

LEANPUB AND AMAZON

EXTREME CONTRACTS



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ExtremeContractsNewsletter

JACOPOROMEI.COM

THANK YOU!

