



Estimated Speaker Fee Per Keynote Concert

Corporate:

\$1,000-\$2,500 = Beginning speaker
\$2,500-\$5,000 = Speaker with average experience
\$5,000-\$10,000 = Speaker with significant experience
\$10,000-\$30,000 = Very experienced, in-demand speaker
\$30,000-\$100,00 = Very well known, respected, top speaker
\$100,00-\$250,000 = Celebrity speaker
\$250,000 plus = Rock star speaker

Association:

\$1,000-\$2,000 = Beginning speaker
\$2,000-\$4,000 = Speaker with average experience
\$4,000-\$5,000 = Speaker with significant experience
\$5,000-\$10,000 = Very experienced, in-demand speaker
\$10,000-\$25,000 = Very well known, respected, top speaker
\$25,000-\$75,000 = Celebrity speaker
\$75,000 plus = Rock star speaker

Note: Most associations only pay higher fees (\$10,000 plus) if membership levels are high.

For philanthropic associations, see “non-profit” below.

Academic:

\$500-\$2000 = Beginning speaker
\$2,000-\$5,000 = Speaker with average experience
\$5,000-\$8,000 = Speaker with significant experience
\$8,000-\$15,000 = Very experienced, in-demand speaker

\$15,000-\$25,000 = Very well known, respected, top speaker

\$25,00-\$50,000 = Celebrity speaker

\$50,000 plus = Rock star speaker

Note: Academic budgets vary from private/public schools, and high schools/colleges.

Seminar:

\$500-\$1,500 = Beginning speaker

\$1,500- \$5,000 = Speaker with average experience

\$5,000-\$10,000 = Speaker with significant experience

\$10,000-\$20,000 = Very experienced and in-demand speaker

\$20,000-\$30,000 = Very well known, respected, top speaker

\$30,000-\$50,000 = Celebrity speaker

\$50,000 plus = Rock star speaker

Note: A platform stage is where you speak for free on seminar stages and make an offer. Many seminars choose this format. Advantages are:

1) You sell your product, training, or service from stage and split the profit 50/50 with the seminar leader/company.

2) Income potential is very high (sometimes higher than the up front keynote fee) if you have a very receptive and motivated audience who purchases what you offer.

3) You can speak on your own stage such as a live workshop or seminar. You sell your product, training, coaching, or service and keep 100% of the profit. Income potential is extremely high if your audience is very receptive and motivated to purchase what you offer.

Non-profit:

A) Typically speak for free. May include paid travel/lodging/expenses.

B) Great for getting speaking experience.

C) May get paid speeches from \$250-\$2,000 if there is high-level donor support.

Important note: These estimated speaker fees are all relative to the budgets that each company, organization, or school has. There are exceptions to these in many instances. For example, a private school may have a greater budget to spend than a public school. With many variables, it can be challenging to accurately predict budgets for speakers. However, these estimated income ranges can be used in general for predicting the potential for how much you may get paid for keynote concerts