

## MORE ABOUT FEES

*“Why do therapists and counsellors charge these kinds of hourly rates?”*

There are a lot of reasons for what can seem a high – or unreasonable – hourly rate. I used to feel a bit resentful of my therapist. Seemed a lot. And it is. And here are some of the reasons why I charge what I charge.

### 1. Professional development

- To provide this service most people have spent many years and paid many tens of thousands just to get to the point of being able to work.
- Supervision. Fortnightly or monthly (sometimes weekly) supervision is important and required. This starts from \$150/hr up.
- Personal sessions. Any good therapist needs to be doing their own work and remembering what it is like to be in the client chair. They may have sessions weekly-monthly.
- Study: courses, reading, researching latest developments in the field are all important and required for registration.
- Reflection and supervision preparation can take anywhere from 1-4 hours per week.

### 2. Self-care

- Leave: annual, long-service, sick-leave, training.
- Seeing only the number of clients that is sustainable. For many this is only 3-5 people/day, 3-5 days/week. Enough time in between is needed to be regulated and in good shape to provide good support.
- Uncertainty: clients cancel and the practice fluctuates. One week can be busy the next not: one cannot plan for what will happen, but must be prepared to cover all costs and needs.
- Superannuation is paid by the practitioner as a voluntary contribution to plan for the future.
- Income insurance to ensure that costs and needs are covered in case of unexpected illness or injury that takes one away from work for a significant period of time.
- Other supports like peer-supervision, bodywork, or other practitioners who help keep us in good shape and cared for ourselves.

### 3. Business costs

- Office rent
- Website, phone and internet
- Calendar and client portal to track appointments, accounting, and keep your notes secure.
- Professional association membership.
- Merchant fees for eftpos or other payment methods.
- Tax agent fees.
- Government taxes

### 4. Admin – ranges from 1-4hours/day

- Session notes, reports, letters
- Emails, phone calls, client requests
- Accounting

I share these not to justify or insist that you agree with the fee, but to support you to make more sense of the “why you charge what you do”. Some of these are just business expenses, but many are part of ensuring that we are providing you with as good a service as we can.