

Proposal Guidelines

A web development proposal helps you present your skills and forms an opportunity to sell your services.

A proposal is a detailed summary of what the web development project will entail.

It is an intro to your company, what you can do for a client, how you will help the client and their business.

A proposal also informs the client on how you will solve their problem. It should have a quote (the price of the project) and a timeframe of how soon you will complete the project.

Identify their Problem That Needs Solving

1. Show how you will solve that problem.
2. Plan The Web Development Process And SHOW Them a Detailed Timeline.
3. Show Relevant Info About Your Company (Portfolio, Staff, Awards).
4. Include the price

Template Structures

1. Intro (Introduce Yourself)
2. Identify Clients Problems That Need Solving
3. Show Approach How You Will Fix This Problem
4. Timeline And What We Will Do
5. Show Example Works And Portfolio
6. Include the price