

## Spin Down or Sliding Scale Pricing

I am happy to announce that Dove Charity midwifery is offering a sliding scale pricing model. Midwifery Care will fall between \$2,340-\$3,000 depending on where you, the client feels they fall on the scale. No questions are asked. Also, I'm aware that \$2,340 per session is still too high for some people; if this is the case for you, please contact me to start a discussion. Make me an offer.

Why am I doing this? I know that having personal midwifery care and a home birth can be life-transforming and I feel strongly that it should be accessible to any couple who wants an out-of-hospital birth. I want to do what I can to bring more opportunities and more choices to all families. Personally speaking, anything that broadens the scope of people that I get to know makes my life exponentially better. I have always offered a payment plan and this 5.2% sliding scale. See Scale below.

Sliding scale pricing is when you are charged a percentage of your annual income for a service. This is based on your estimated annual income even if it is prorated from one, three or six months income.

According to researchers like consumers credit report, state that most individuals use 5.6-10% of their income for extras like, eating out, movies, and other entertainment. You can use a portion of that 5.6% of your income for the satisfying experience of a home birth with a qualified Midwife.

My base line is \$2,250. So if you make \$40,000 a year or under the total cost for my services is \$2,250 However if you make \$ 60,000 a year my total cost is \$3,000 see the chart below. See the consumer report for 2016 based on income of nearly \$60,000

Yearly Income Family of four	Cost of Service Based on 5.2% of income
\$45,000	\$2,340
\$50,000	\$2,600
\$55,000	\$2,860
\$60,000	(1.2% discount) \$3,000

<https://budgeting.thenest.com/much-money-average-american-spend-entertainment-year-26018.html>

<https://www.creditloan.com/blog/average-american-spends-on-entertainment/>

