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Is My Fee Too High?

Date: 03rd October 2020, Saturday

Speakers: Ar. Ezumi Harzani Ismail

Venue : Dewan President, Level 2
PAM Centre Jalan Tandok
59100 Bangsar Kuala Lumpur

Time : 9.00am - 12.30pm

Speaker : Datuk Ar. Ezumi Harzani Ismail

Datuk Ar. Ezumi Harzani is a Board Member of the Board of Architects Malaysia and Board of Engineers Malaysia. He was recently re-elected as the President of Pertubuhan Akitek Malaysia (PAM) for year 2020/2021 term after completion of his two terms presidency in 2017 to 2019. He is a Director of Arkitek MAA Sdn Bhd, one of the larger architecture practices and a winner of various awards including PAM Architecture Awards, CNBC Asia Pacific Property Award, MIP Excellence in Planning Awards and BCI Asia Top 10 Architects Awards. He graduated with Bachelor Degree in Architecture from University of Science Malaysia and Master of Philosophy (Policy Studies) from University of Technology Malaysia. In 2019, he received the Royal Institute of British Architects (RIBA) President's Medal.

Synopsis

When your client says your fee is too high, how will you justify it? Understanding architectural fees structure and knowing how to charge are important in justifying your fees to clients. Usual fee justifications are fragmented and inconsistent, explaining your time and its value alone may not be able to meet client's fee expectations. There are many elements that affect affects architect's fee, including scope of services, complexity, geographic, economic and social contexts, reputations etc. Architects spend hours solving spatial problems in multiple dimensions and understanding the constraints of by-laws with practical and innovative solutions, but what some clients see is just a stack of drawings. How to capture those values and efforts in an effective manner to discuss

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