



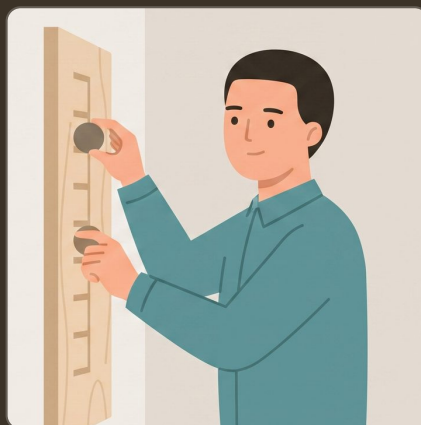
Meritlume.

SYLLABUS · CURRICULUM D2

Running Client Work

Happy clients, excellent reviews, no margin.

The curriculum about the money that disappears after the contract is signed: estimates that survive contact with reality, a rhythm that keeps clients calm, and the two things that quietly eat every project — scope creep and late payment.



6

full courses

5.5 h

of teaching

1

verifiable certificate

€349

one price, once

What you can do afterwards.

Not a list of topics — a list of things you will be able to do. Each one is checked by the final exam at the end of the curriculum.

- 1 Estimate a project against your own past numbers instead of your optimism, and name the assumptions the estimate rests on.
- 2 Read your own terms the way they would be read in a dispute, and fix the three clauses that decide who pays when something goes wrong.
- 3 Keep a client informed on a fixed rhythm that costs you less time than the silence did.
- 4 Say the sentence that turns an extra request into a priced change instead of a favour — and chase a late invoice as a procedure, not a confrontation.
- 5 Hand a project over so it stays handed over, and raise your rates with existing clients including the ones you plan to lose.

FIT

Who this is for

- Your projects are praised and still finish at a loss, and you have never checked why.
- You do unpaid rework because saying no to a small extra request feels worse than doing it.
- You have clients from years ago paying the price from years ago.

And who it is not for

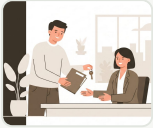
Not for you if you have no clients yet — nothing here applies before the first project. Start with Winning Clients, or with the AI programme if the question is what to sell in the first place. And it does not replace a lawyer; the contract course says so out loud.

The story it is taught in: The curriculum follows Marco Feld, who runs a two-person design and build studio. His clients are happy, his reviews are excellent, and his projects still finish at a loss. He has never once compared an estimate with the hours it actually took.

THE COURSES

Every course, in order.

Each one is a full course with chapters, exercises, a final test and its own course certificate. The first episode of course 1 plays on the website without an account.

COURSE		LENGTH
1	Scoping and Estimating Without Fooling Yourself Put your last six projects next to what they actually cost. Estimation against your own numbers, named assumptions, and the buffer that is not a lie.	60 min · free
2	Contracts for People Who Are Not Lawyers Reading your own terms the way a dispute would read them. What a small business actually needs in writing — and the honest limit of what a course can do here.	55 min
3	Project Rhythm: Keeping a Client Informed Without Losing Days Projects are lost to silence, not to quality. A fixed reporting rhythm that costs less time than the anxious calls it prevents.	55 min
4	Scope Creep and Late Payers: The Two Margin Killers The two reasons small firms die on successful projects. Both handled as a procedure: the sentence that prices a change, and the dunning path that keeps the client.	60 min
5	Handover That Holds: Documentation, Access and the Exit The ending that decides the next beginning: documentation, access, and the clean exit that stops the “quick questions” forever.	50 min
6	Raising Your Rates With Existing Clients What you actually earn per hour after rework, waiting and unpaid extras — and how to raise the price with existing clients, including the ones you plan to lose.	50 min

PRICE

One price. Then it is yours.

This curriculum

€349

All 6 courses, all tests and the curriculum certificate. No subscription, no upsell, nothing to cancel.

Single purchases would be €474

Single course · €79

Course, final test and course certificate – credited in full towards this curriculum within 90 days.

Track “Winning & Running” · €599

D1 + D2

The “Clients” programme · €799

D1 + D2 + D3

THE PROOF



This is the certificate.

Not a mock-up: the picture is rendered from the same stylesheet the portal issues the real document with. Only the name, the date and the number are examples.

Verify this
certificate

[meritlume.com/?
cbcert=ML-...](https://meritlume.com/?cbcert=ML-...)

The curriculum ends in a real exam — one you can fail. The certificate carries a public identifier, so a client, an employer or a partner can check it themselves. That is the whole point of this school.

Start with the first episode. It is free, it needs no account, and it tells you in ten minutes whether this is for you.

Meritlume is a brand of Press Sensation UG (haftungsbeschränkt). Prices are consumer prices. In Germany we launch only once the curricula carry the state distance-learning approval (ZFU) — the free first episodes are available regardless.