

February 13, 2015

**Unique Situation: Barter**

***The Situation:***

You have a happy problem and need some suggestions. A lady who is a licensed massage therapist and her partner, a yoga instructor, are very interested in your service. They want to barter their services for yours. You are more than willing to do so, but after accepting the offer, you realize you have no idea what constitutes a “fair” exchange.

***The Question:***

How does bartering typically work out? How is a fair trade established? For example, does “fair” mean trading services straight across the table once a month, twice a month, or receiving a percentage off? What tax responsibilities does bartering present?

The above was a situation or encounter as described by a third party. The Culinary Business Institute added a follow-up question for your consideration. Our response to this question is available in the Personal Chef 1-2-3 training program. For now, your exercise is to answer the question or provide a solution to the situation. In some instances you may not have every bit of information – which may affect your decision. If in doubt, plan for a worst-case scenario. Always consider that resources may not be available, time is working against you and that you need to find an answer that benefits all involved plus keeps the client happy. Sometimes there are more than one correct answer or approach.

