

ETHICAL PRICING GUIDE

Know the law. Price the service. Protect the trust.

Your state sets the legal boundaries. Your values determine how you operate within them.

1 START WITH YOUR STATE FEE RULES

Some states set a maximum fee

The limit may apply per notarial act, per signature, per person, or per certificate. Never assume the rule is the same everywhere.

- ✓ Check traditional notarization limits.
- ✓ Check remote notarization limits separately.
- ✓ Confirm whether travel or convenience fees are regulated.

Other states do not set a fixed maximum

A state may allow the Notary to set a fee or may use language such as “reasonable.” That flexibility is not permission to exploit a signer.

- ✓ Tell the signer the price before the appointment.
- ✓ Use a written, consistent fee schedule.
- ✓ Verify your state handbook and current law.

Current 50-state resource: [NNA Notary Fees by State](#) | *Always confirm with your state commissioning authority.*

2 SEPARATE THE CHARGES *Clarity protects both you and the customer*

NOTARIAL FEE

The state-regulated charge for the notarial act itself.

TRAVEL / CONVENIENCE

A separate charge for travel, time, parking, tolls, after-hours service, or another permitted convenience.

OTHER AGREED SERVICES

Printing, courier work, document delivery, scanning, witnesses, or specialized work - only when lawful, clearly explained, and actually provided.

Good practice: Quote the full expected price before the appointment and itemize charges on the receipt or invoice.

“Your reputation will earn you far more than one overpriced appointment ever will.”

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PRICE THE WORK - NOT THE VULNERABILITY

DO NOT CHARGE MORE BECAUSE...

- ✗ The signer is elderly or disabled
- ✗ The signer is hospitalized or grieving
- ✗ The customer appears wealthy
- ✗ The signer is desperate or has few options
- ✗ The customer does not know the legal fee limit

A HIGHER TOTAL MAY BE FAIR WHEN...

- ✓ The trip is longer or unusually difficult
- ✓ The appointment is after hours or truly urgent
- ✓ Parking, tolls, or waiting time add real cost
- ✓ There are multiple locations or return trips
- ✓ The assignment includes additional lawful services

The difference is simple: charge for additional time, expense, and service - never for someone's vulnerability.

4

BUILD A CONSISTENT FEE SCHEDULE

WRITE DOWN THESE NUMBERS

- ✓ State maximum notarial fee
- ✓ Base travel area and minimum trip fee
- ✓ Mileage or distance tiers

SET THESE POLICIES

- ✓ After-hours, waiting, parking, and toll charges
- ✓ How and when the full price is disclosed
- ✓ When a custom quote is required

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USE THIS QUICK PRICING CHECK

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|--|---|
| ✓ Is the notarial fee legal in my state? | ✓ Would I quote the same price to a similar customer? |
| ✓ Have I disclosed the full price in advance? | ✓ Can I explain every charge without embarrassment? |
| ✓ Are extra charges permitted and clearly separated? | ✓ Does this price support both profit and trust? |

STEPHANIE'S PERSPECTIVE

Charge enough to cover your time, expenses, experience, and risk. But never let an open-ended law become an excuse to take advantage of someone during a stressful moment. Build the kind of business people recommend because they trust you.

RESOURCE: [2026 NNA Notary Fees by State](#)

Educational overview only. Fee limits, disclosures, travel rules, and remote-notarization fees change. Students must verify current requirements with their state commissioning authority and should obtain legal or tax advice when needed.