

**PDF GUIDE**



**UPWORK  
FREELANCING**

**FOR BEGINNERS**

# Beginner Guide To Freelancing On Upwork Software Alternatives With Free

**Rosina Ehmann**



## **Beginner Guide To Freelancing On Upwork Software Alternatives With Free:**

**101 Ways to Make Money Online A Practical Guide for Quick Results** Leal Books,2025-06-21 101 Ways to Make Money Online A Practical Guide for Quick Results Looking for real and practical ways to start making money online This eBook is your ultimate roadmap Packed with 101 actionable ideas this guide covers a wide range of opportunities from simple side hustles for beginners to more advanced strategies for digital entrepreneurs Inside you ll find proven methods like freelancing affiliate marketing selling digital products creating online services and much more Each idea comes with clear steps and tips to help you take immediate action and start seeing results fast Whether you re looking for extra income or planning to build a full time online business this book offers practical insights to help you choose the best path for your goals Start turning your time online into real income faster than you imagined *Freelancing Foundations* Josh Burnett,2020-10-09 What would you give to never worry about losing your job Our world is filled with uncertainty Record breaking numbers of people have filed for unemployment and millions are struggling to make ends meet Entire industries have been sidelined by unexpected government mandates and relief programs don t begin to meet our society s needs In this era of unpredictability how can you ensure a stable income for you and your family The solution is freelancing Whether you re looking for part time supplemental income a total career makeover or merely an ace in your sleeve in case all else fails freelancing offers a solution In this book Josh will show you how to Identify the Skills You Already Have Find a Profitable Freelance Niche Effectively Market Your Talents Build a Consistent Stream of Income Create a Peaceful Work Life Balance Establish Yourself on Upwork *Freelancing Foundations* will walk you through each step of how to become a freelancer on Upwork from joining the platform to establishing best practices while you work from home In these chapters you ll discover What software you need to get started as a freelancer The top five Upwork myths and the truth behind them How to build a great profile and optimize it so clients can find you Secrets to writing a cover letter that will consistently get you noticed interviewed and hired How to choose the right Upwork membership type Avoid common mistakes many freelancers make This easy to read book is written in a conversational tone It features interactive exercises after each chapter so you can apply the lessons you ve learned immediately *Freelancing Foundations* is structured to be used as a reference guide and Josh includes screenshots of what you should and shouldn t do in various areas One of the most frequently misunderstood aspects of working as a freelancer on Upwork is how the Job Success Score JSS works This is the most critical metric on Upwork and not approaching it correctly can make the difference between a successful career and failing to launch Josh commits an entire section to understanding the JSS digging into How the JSS is calculated Why you don t have one JSS you actually have three How contracts are weighted differently as they factor into your JSS Avoiding common JSS pitfalls How to overcome JSS problems when they occur Establishing an excellent Job Success Score right away The benefits of a good JSS How to keep your JSS stable After you ve gotten started on Upwork the trickiest parts can be finding the right jobs picking good clients

and maintaining a steady work flow A substantial portion of Freelancing Foundations is dedicated to Optimizing your job feed to discover contracts that are perfectly suited to you Using advanced search filters to eliminate jobs you don t want Knowing the difference between what a freelancer sees and a client s view How each aspect of your profile affects the way clients search for you Finally the book concludes with a section on operating successfully as a freelancer You ll learn how to Identify soft skills you should prioritize Interact with even the most difficult clients Understand the culture of freelancing Maximize your rates and give yourself regular raises Set workdays establish working hours and create a vacation time policy Josh began freelancing as a last resort hoping to earn a bit of side cash A quarter million dollars later it s obvious this last ditch effort paid off In Freelancing Foundations he shows you how to do the same

### **Freelance Newbie**

RealToughCandy,2019-02-01 Are you ready to jump start your freelance career Freelance Newbie has you covered In this book you ll learn practical actionable steps you can start using today to get your first client by the end of the week Featuring all the methods techniques tips tricks and insights you need to succeed Freelance Newbie was written by a working freelancer whose mission is to help people like you find personal success and financial independence The material you ll read here has never been featured at a lower price you simply cannot get this kind of value for less We go through everything step by step with real world examples so you know exactly what you need to do to become a successful freelancer In Freelance Newbie you ll learn how to Develop a business plan from scratch Establish a suitable work environment Configure your own freelance website to generate quality leads Determine what services to offer and what to do if you don t know how to do something Figure out an appropriate pricing scheme for your services Find starter clients that pave the way for 5 star social proof and full paying long term clients Draft effective proposals and contracts Advertise for free or very very cheaply Deliver above average customer service Efficiently complete client projects time runs out FAST And much much more This book can also be used as the perfect companion manual to the video course available on Udemy by RealToughCandy

### **How To Start a Profitable Side Hustle in 90 Days (With Zero Money Down) - The Ultimate Beginner's Guide to Building Passive Income, Freelancing from Home, and Launching an Online Business Without Investment - Proven Steps for Extra Cash, Financial Freedom, and Remote Work Success**

Anshul Saraf, Are you tired of living paycheck to paycheck Do you dream of financial freedom but believe you need money to make money What if you could build a profitable side hustle starting today with absolutely zero cash investment How To Start a Profitable Side Hustle in 90 Days With Zero Money Down is the definitive blueprint for aspiring entrepreneurs freelancers and remote workers who want to generate extra income without spending a dime Whether you re a complete beginner a stay at home parent a cash strapped student or a full time employee seeking additional revenue streams this practical guide provides a proven step by step system for launching a successful online business from scratch No fancy equipment No expensive software No risky investments Just your skills your determination and a clear roadmap to financial independence What You ll Discover Inside This comprehensive guide takes

you by the hand and walks you through every phase of building your side hustle from the initial spark of an idea to generating consistent monthly income You ll learn how to Identify Your Hidden Assets Uncover the skills knowledge and passions you already possess that can be transformed into profitable income streams Validate Your Business Idea Test your concept in the real world without wasting time or money on ideas that won t sell Build a Professional Brand for Free Create a compelling identity logo and online presence using powerful zero cost tools Find Your First 100 True Fans Master warm outreach techniques to connect with potential customers who actually want what you re offering Make Your First Sale Navigate the psychological hurdles of pricing handle objections with confidence and experience the thrill of your first payment notification Create Systems That Scale Develop automated workflows standard operating procedures and client management processes that save your sanity Grow from Side Hustler to CEO Transition from trading time for money to building a sustainable asset that generates passive income Why This Book Is Different Unlike other guides that promise overnight riches or require expensive startup capital this book is grounded in the reality of starting with nothing Every strategy tool and technique has been tested and proven to work with zero financial investment You ll discover The Spy and Solve method for finding profitable problems to fix Free alternatives to expensive business software and platforms Scripts and templates for outreach sales conversations and client communication The 90 day at a glance calendar with clear weekly milestones Twenty proven side hustle models organized by your natural strengths Who This Book Is For This guide is designed for anyone ready to take control of their financial future including Complete beginners with no business experience Freelancers looking to scale their existing side gigs Remote workers seeking additional income streams Stay at home parents wanting to contribute financially College students needing flexible earning opportunities Retirees looking for meaningful profitable engagement Anyone tired of trading time for money Your 90 Day Transformation Awaits The next 90 days will pass regardless You can remain exactly where you are or you can take the first step toward a new future with more options more freedom and more money in your bank account This book provides the map Your action provides the vehicle The destination is entirely up to you Scroll up and click Buy Now to begin your journey from dreamer to doer today **Beginner's Guide to**

**Freelancing:Understanding Upwork** Yanique Walters-Dynott,2017-04-24 One of the most promising occupations for professionals and experts is to outsource their services Companies nowadays are accustomed to outsourcing business activities to furnish them with experts point of view Freelancing is an avenue to earn money for millions of people in the world possessing talent skills knowledge and expertise In spite of continuous growth in online service providing work freelancers have to face many problems They are likely to be preyed by economic and social issues Beginner s Guide to Freelancing Understanding Upwork The Ultimate Guide on Succeeding as a Freelancer is a wonderful book that concentrates on the tips and secrets you need to understand for you to be successful as a freelancer on Upwork This book explains the meaning of freelancing as a career where individuals are working in various aspects by sitting at their home at their very

own pace marketing their services on per hour daily or task basis and not as regular staff by one employer You ought to read this book which will help you in taking your first steps into freelancing To start off the journey you will need a starter kit which comprises of a computer with basic applications like Microsoft suites Photoshop or Notepad and an internet connection You will then need to train on the necessary skills like good communication skills time management skills and a professional skill like writing good grammar and spelling Understand the reason you are joining freelancing your own personality financial needs and social status If you want to be your own boss then freelancing is the best option You will enjoy other benefits like having no overhead costs since you may work from the comfort of your home a stream of earning income and research equips you to be knowledgeable among many other benefits On the contrary a major drawback of freelancing is the uncertainty of work and the income and lack of company benefits like bonuses pension health insurance and paid holidays Upwork is a great freelancing platform It gives everyone equal and fair chances to secure a job with a client What you need to do is bid for the job specifying your skills and negotiating with the client You will be rewarded for your efforts once you complete projects your payments are protected by the Upwork platform and it will give you a good ground to showcase your success With resilience quality work and good communication with your clients you will become top rated on the platform which gives you an upper hand in securing jobs After reading this book sit down and make a decision to start freelancing today without procrastinating If you do have some fears around this go ahead and acknowledge them Don't ignore huge misgivings you may have about quitting your job or investing a large sum of money but as far as taking steps towards starting your freelancing career Start working on getting into space where you can focus on positive results To do so seek support from others who have experience with overcoming the same type of fear of risk that you are experiencing this could be a writers group forum entrepreneurial friends etc Venturing into the unknown can be scary but if you really want to be a freelancer you'll need to stretch your comfort zone Stay motivated use positive self talk focus on helping others and reflect on previous successes I learned a deep respect for one of Goethe's couplets Whatever you can do or dream you can begin it Boldness has power genius and magic in it I didn't write this guide for any one type of Upwork freelancer You might be a freelancer putting together 50 pages of SEO content a week or you might be a novelist with a long gestating book that you want to finish It doesn't matter because the tips in this guide are designed to help you improve every aspect of your writing from the ground up Do that and you'll be set for years to come

[Make Money Online](#) Iryna Tverda, 2018-05-10

Make Money Online serves as a brilliant step by step guide for beginners on how to start and cultivate a lucrative freelance career online using platforms like Upwork to succeed Grab a Paperback Make Money Online Guide Book and you'll get a Kindle version for free It is incredibly important to note that all the tips and career advice that you find in this book are not merely stolen from Google These are real life experiences painstakingly collected over the years by successful freelancers such as Yaroslav Brol a video editing and animation specialist from Ukraine He started freelancing with a simple goal to pay

off all of his debt while doing something he loves and does well This is relatable because we all are dreaming about similar things Before he began his career path his pockets were empty and he didn't speak English In spite of this after a couple of years he now earns 50 hour and is financially independent enough to travel the world with his wife and son This freelancer's survival guide may be extremely useful both for freelance newbies and those who have been struggling with making mistakes after mistakes in the freelance world and wants to know how to correct them Moreover it will definitely come in handy whether you want to develop a designer career try yourself as a data specialist make money by freelance writing or marketing or even sell your programming skills From this freelance manifesto you will find out HOW TO deal with fears and finally step into freelance complete a profile that catches the eye of prospective clients create an amazing proposal that helps you stand out in a crowd deal with clients how to spot difficult customers and how to find trusted long term contracts manage your time figure out how much to charge for your time avoid scammers and there are lots Want to be inspired to achieve greater success The Make Money Online freelance guide will help you take charge of your own life and succeed Tags make money making money money making how to make money make money book make money online making money books make money now how to make money online freelance freelancers bible the freelance manifesto freelance manifesto freelance web how to freelance career guide career guide book upwork freelance writing passive income basic income passive income books online income make money from home how to make money from home

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**How to Freelance on Upwork: Complete Guide: How to Build a Successful Remote Work Career on Upwork and Step-By-Step Increase Earnings.** Vladyslav Bondarenko, Yevhenii Zapletin, 2019-02-10 Upwork Upwork is the most popular freelance platform A lot of people from all over the world work from home on this website It is not about easy and fast online earnings It is about professionals who work online and earn 50 per hour and more People with limited time

use Upwork as a side part time job About the book Complete guide 325 pages from registration filling profile finding the first job writing a cover letter and up to building reputation increasing earnings building an agency The problem is that it s not easy to work on Upwork You should know rules guidelines have sales skills and win the competition between other freelancers to get a job You can learn everything by yourself or save time by reading several years experience of other freelancers The book is written by a freelancer who creates mobile applications for clients on Upwork and own blog and podcast about freelance from 2013 However the book contains examples for almost all professions on Upwork designers illustrators translators developers QA system administrators support managers data entry specialists virtual assistants engineers scientists lawyers sales managers writers etc The most important topics Filling in a profile Choosing a niche specialization Searching for a job Writing Cover Letter Building reputation JSS Top Rated Rules and guidelines Fees and paid features Payout methods Hourly vs fixed price This book will be interesting for next people Professionals who want to start working online from any country of the world and receive the same salary as if they worked in the USA Students office employees young parents and other people who don t have a lot of time and want to find a side part time job People who don t have any special skills for online work but want to learn something new It is possible to start freelancing from data entry jobs Freelancers who have already worked on Upwork and want to learn other experience in order to improve profile job applications increase earnings Offline company owners who want to find new clients on Upwork by building an outsource agency The book contains answers to the next questions Start How to get the first job Why does Upwork not approve a profile How can a narrow niche help earn more money How to work without special skills English How to work with bad English Google Translate Is voice communication required on Upwork Profile How to choose Title What to add to a portfolio How to pass tests How to get 100% complete profile Work process and job search How to get notifications about new jobs How to estimate time and budget for a project Why isn t it a good idea to use a template for a Cover Letter What is Cover Letter structure How to avoid disputes Reputation How to achieve 100% JSS reputation How to get Rising Talent and Top Rated badges Fixed price and hourly earnings How to protect yourself from fraud How to track time via Upwork Desktop App Why does a long term partnership help earn big money Rules How to avoid a ban What is dynamic Upwork fee Is Upwork Plus paid account required Agency How to build an agency How to withdraw money from agency account *Forever Clients* Atticus Vale, 2025-09-18 If you re tired of chasing one off projects scrambling for the next gig and constantly pitching new clients you re not alone Most freelancers and beginners get stuck in a cycle of short term work that leaves them exhausted and underpaid But there s a better way *Forever Clients* shows you how to transform your freelancing career by moving from quick transactional projects to long term retainers that deliver steady income and peace of mind Packed with step by step strategies you ll learn how to craft irresistible pitches design a value ladder that keeps clients coming back and package your services with the right scope and cadence for recurring revenue Whether you re just starting on Upwork building

connections on LinkedIn or juggling freelance clients elsewhere this guide gives you the tools to position yourself as indispensable Stop selling your time piece by piece start building lasting client relationships that pay you every month The path to financial stability and freedom begins here

**Freelancing for Beginners** Deep Chandra Budakoti,2026-02-13  
Freelancing for Beginners is a simple practical and beginner friendly guide for anyone who wants to start earning online without any experience This book explains freelancing in the easiest way possible from choosing the right skill building a portfolio finding clients and starting on platforms like Fiverr Upwork LinkedIn and more Whether you are a student job seeker housewife or someone looking for extra income this eBook will help you start your freelancing journey step by step In this eBook you will learn What freelancing is and how it works Best freelancing skills for beginners How to choose the right skill Where to learn for free How to create a portfolio without experience Best freelancing platforms How to get your first client Pricing tips common mistakes to avoid If you want freedom flexible work and a new income source this eBook is your perfect starting point

**The Freelancer's Guide To Upwork** Jennifer Dobson,2020-05-12 A Six figure top rated freelancer on Upwork shows readers how to work from home travel full time or work from home and make more money through freelancing with her proven online business strategies The tools and tactics outlined in this book are designed to help you quit your 9 5 job work online and have more freedom Whether your dream is traveling the world as a digital nomad creating a home based job to spend more time with your family or earning a six figure passive income let this be your guidebook This comprehensive guide to freelancing on Upwork teaches How Jennifer started earned 100 000 working a 4 hour workweek in her first year on Upwork How to outsource your business to a team of virtual assistants for passive income How to analyze and beat your competition How to productize your services to make more money in less time How to maintain a high job success score and top rated status to win more jobs This book is designed to teach readers how to productize and sell their unique skills as freelancers on Upwork so they can make enough money to live and work from anywhere on their own schedules through profitable online business strategies After 4 years of wading through online business models Jennifer finally found Upwork to be the easiest fastest way to make a full time income online She has now completed more than fifty freelance projects and is a top rated freelancer on Upwork with over 1 000 paid hours and a 100% job success rating This book covers strategies for any type of freelancer including freelance photographers retouchers freelance graphic designers freelance writers copywriters freelance web UX designers freelance virtual assistants Freelance consultants Freelance artists illustrators more If you want to learn how to freelance start an online business create a home based job regain control of your schedule live a life full of freedom travel the world as a suitcase entrepreneur or digital nomad or turn your creative passion into a full time gig this book has everything you need to start the journey

**The Freelancer's Guide to IT** GEORGE. MAKRIDIS,2025-03-05 All the essential information in one place The Freelancer s Guide to IT Building A Business is a treasure of useful information for new and would be business owners Learn how to easily jump the hurdles that many new

business owners face Written by an Entrepreneurial Expert with Over 20 Years Experience This Book is Perfect For Would Be Entrepreneurs With Passion Beginners with Zero Prior Experience Entrepreneurial Students of All Ages Managers Business Owners and Decisions Makers Growing into a New Role Why This Book The world of IT freelancing offers an incredible opportunity for skilled professionals to take control of their careers work on their own terms and build a profitable sustainable business However while the freedom and flexibility of freelancing are enticing success in this field requires more than just technical expertise Freelancers must learn how to market themselves secure clients manage projects and navigate the complexities of running a business This book is designed to be your roadmap guiding you through the key aspects of IT freelancing from setting a strong foundation to growing and sustaining a thriving career Whether you are just starting or looking to level up you ll find actionable insights strategies and tools to help you succeed How This Book is Structured To make your freelancing journey as smooth as possible this book is divided into seven sections each addressing a critical stage of your freelance career Laying the Foundation Before you start freelancing you must lay a strong foundation This section helps you define your IT niche shift your mindset from employee to entrepreneur and set achievable goals to guide your success Setting Up Your Business Freelancing is more than just completing technical tasks it s about running a business This section covers essential topics like registering your business creating a personal brand building an online presence handling legal requirements and managing your finances Finding and Securing Clients A freelancer without clients is just a hobbyist This section teaches you how to identify your ideal clients network effectively craft winning proposals price your services and negotiate contracts like a pro Delivering Value Securing clients is just the beginning To build a sustainable business you must deliver high quality work and ensure client satisfaction Here you ll learn the basics about project management communication skills real time problem solving continuous upskilling and client retention strategies Growing Your Business Once you ve established yourself as a freelancer it s time to scale This section covers how to expand your services outsource work market yourself effectively and use feedback for continuous improvement Mastering Work Life Balance Freelancing gives you freedom but without proper management it can lead to stress and burnout Learn how to manage your time set boundaries with clients and build a sustainable work life routine The Freelancer s Toolkit Success in IT freelancing requires the right tools and resources This section explores essential software keeping up with industry trends creating an IT resource library and learning from top freelancers who have already paved the way [Diana's Freelance Tips](#) Diana Marinova,2016-12-06 An insider s take on how to break into the Upwork market If you are a freelancer hoping to break into the Upwork job market this book will save you hours of browsing through free blog posts and forums You might be thinking why pay for this information when with a little diligence I can find this info all over the web Here s why 1 This author has managed to build a quite successful translate lucrative career on Upwork way back when it was still oDesk and Elance She knows that ins and outs of this platform 2 She s been on both sides of the equation hiring people herself and pitching and

winning major bids for projects and contracts 3 There are many things that you only learn after years and years of working through this platform and she s privy to most of this knowledge Now you can benefit from her experience I ve known people who ask me for advice on how to get started on Upwork These days instead of giving them a lengthy explanation I just email them a link to this e book it has everything they need to know and more Chrystina and Brian Amazon Customer It was an AWESOME book starting a freelance career Thanks Diana for this COOL info Would recommend every Freelance beginner reading this book before starting and along the way I have got a lot from this book and have started from scratch on Upwork it does help you create your first base ground to launch a successful freelance business Amazon Customer What I liked the most about the book is that it motivates and inspires you The author gives you some homework and you will appreciate the value of the book right at the moment you start doing the first homework Ilian Yankulov Freelancer Project Manager working remotely for a Danish Digital Agency This book is the direct result of Diana Marinova s extensive experience as a freelance marketing consultant and the many questions she receives on a daily basis from the fellow freelancers who read her blog What experience you ask She has completed more than forty freelance projects She is a top rated freelancer on Upwork formerly oDesk with 6 500 paid hours and even more if counting the hours spent working on fixed price jobs Clients continuously rate her work with the maximum review rating of five stars Today she fully enjoys the freelance lifestyle traveling the world while making a good living working online Her market rates range from 40 per hour for hourly jobs all the way up to 100 per hour when working on fixed price projects And she sure made a lot of mistakes early on in her freelance career for example she was selling herself short when working for as low as 7 per hour during the first few months Don t make rookie mistakes when you can learn from hers Download the sample of the book and see what s in it But be warned this book is not a silver bullet for success You have to roll up your sleeves and work hard to achieve your goals If you are committed to succeed this book is everything needed to kick start your freelance practice on Upwork formerly oDesk Diana tells her story while also walking you through all the steps needed to lay a solid foundation for your freelance business on Upwork In the end of each chapter she includes action items a k a homework assignments to help you put all tips in practice right away Have a look inside to see the Table of Contents and the first couple of book sections

**Freelancing**

Helen Talbert,2022-06-17 In this book i outline some of the pitfalls and the powerful techniques that i ve used over my 7 years as a wordpress freelancer Wordpress powers 74 6 million websites globally and is also estimated that 18 9% of all websites on the internet are powered by wordpress This basically means there is an overflow of potential customers and money to be made servicing wordpress customers How to make money through social media management How to let others provide the work for you so you don t have to learn social media marketing to sell it The different types of packages to create for your own services Some examples of packages to study and copy How to price your services for maximum sales conversion How to write an irresistible offer that turns words into sales The top 5 ways to find your first few clients A special

report designed to provide you with a simplified approach to freelancing on the web and to selling our own capabilities online this report will Show you the many freelancing opportunities available as well as the required skills that will enable you to harvest the countless bounties they promise How to get started with any freelancing opportunity *HowExpert Guide to Freelancing* HowExpert,2024-11-02 *Start A Freelancing Business* Lachelle Hewins,2021-08-12 Hiring freelancers is becoming not only more acceptable but more attractive for many businesses This creates an incredible opportunity for people with useful skills to start a freelancing business on the side and eventually grow that into a sustainable self employed career This freelancer s survival guide may be extremely useful both for freelance newbies and those who have been struggling with making mistake after mistake in the freelance world and wants to know how to correct them From this freelance manifesto you will find out HOW TO deal with fears and finally step into freelance complete a profile that catches the eye of prospective clients create an amazing proposal that helps you stand out in a crowd deal with clients how to spot difficult customers and how to find trusted long term contracts manage your time figure out how much to charge for your time avoid scammers and there are lots *Freelancing for Beginners* Jay James,2021-06-17 Nothing compares to making the right decisions in any situation we find ourselves choosing to venture into freelancing on Fiverr or Upwork is one of the best decisions you would make this year as you are on the path to being different from someone who dedicates his or her life to the regular 7 5 job This guide book will expose you to core information and tips that would give you the edge over every other ignorant freelancer out there you are about to be a successful freelancer get prepared Jay James is a multiseller with over 5 years experience on both Fiverr and Upwork combined although the road has been rough the experience gathered along the line and summarised into this comprehensive guide is an evidence of consistency and positive outcome in terms of satisfactory earning [The Software Engineer's Guide to Freelance Consulting](#) Jay El-Kaake,Zack Burt,Richard Burt,2016-12-18 The Software Engineer s Guide to Freelance Consulting will help teach you to be an effective freelance software consultant which will enable you make more money dedicate more time to hobbies spend more time with your loved ones and even discover new businesses Table of Contents Chapter 1 Finding Clients We will literally map out the client acquisition skills that are paramount for you to develop and thrive in the business of software consulting We will give you the step by step concrete TODOs to achieve competence and we explain some of the abstract theory Chapter 2 Choosing a Rate How do some people charge 2 hr and others 500 hr Where do you fit in In this chapter we help you choose justify and even increase your existing rate Chapter 3 Keeping Yourself Educated How do you keep yourself from becoming outdated How do you keep your skills in demand and the projects coming over time We ll discuss that in this chapter Chapter 4 Closing Deals You ve got the interest but now how do you get the client to start working with you We ll talk about closing sales as an engineer in this chapter Chapter 5 Being Productive Productivity is a critical part of freelancing Since most freelancers bill hourly it can make the difference between making 100 000 year and 300 000 year This chapter contains tips to maximize your productivity as a

freelancer Chapter 6 Building Maintaining Relationships Freelance consulting is a relationship driven business As engineers however we tend to shy away from this In this chapter we will talk about how you can build strong relationships and reduce the amount of time you need to spend selling yourself to new clients Chapter 7 Legal Ideas Being a consultant comes with legal implications that can save your butt when things go wrong In this chapter our very own Silicon Valley Lawyer Richard Burt will give you some tips of the trade Chapter 8 Making Great First Impressions First impressions are a primer for excellent long term relationships that will yield great value to you This chapter will talk about first impressions as a freelance tech person Chapter 9 Getting Paid Okay so you ve completed some contracts and now you re waiting to get paid How do you get paid faster Can you reduce your risk We ll discuss these things in this chapter and even talk about how to deal with clients who don t pay Chapter 10 Must know Tax Tips As a freelance consultant managing your tax effectively will save you a TON of money at the end of the year In this chapter we ll run through some basic tips that will help you minimize your tax liability so you can keep more hard earned money in your pocket Chapter 11 Communicating Effectively Say the wrong things and you can find yourself staying up late at night on the weekend Say the right things and you could find yourself making more money and spending more time with your family and friends In this chapter we ll help you say less of the wrong things and more of the right things Chapter 12 Freelancing Part time What if you don t want to leave your current full time job What if you re in school full time or taking care of children This chapter will help part time freelancers Chapter 13 Going Back to a Regular Coding Job In case you later decide freelancing is not for you this chapter will help you ease back into a regular job without ruffling too many feathers Chapter 14 Additional Resources Everyone who purchases the book receives an invitation to our Slack community You ll even get a direct line to experienced freelancers including the authors that can help answer questions any day of the week

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