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Lachelle Hewins



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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 *A Freelancer On Upwork* Arnoldo Anauo,2021-07-27 Upwork is an American freelancing platform where enterprises and individuals connect in order to conduct business Upwork has over eighteen million registered freelancers and five million registered clients Three million jobs worth over 1Bn USD are posted annually making Upwork the largest freelancer marketplace in the world Want to achieve financial freedom and discover the job of your dreams You can with this book Bankrupt jobless and at the end of his rope the author stumbled upon a world he'd never considered freelancing This book gives you all the tools you need to succeed as a freelancer whether your goal is part time supplemental income or a full time career *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*

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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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