



## The Principles of Successful Freelancing

Miles Burke

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Thinking about becoming your own boss and embarking on the wonderful and rewarding journey of freelancing? The Principles of Successful Freelancing is for you. In this easy-to follow guide you'll learn what's important in transforming your skills into a booming freelance business.

This book leads you through the entire process, from getting started, through to winning and keeping loyal clients. Running a successful freelance business is easy, and with the information in this book, you'll confidently turn your freelancing dream into a profitable reality.

- Learn how to make a smooth transition into freelancing
- Understand how to effectively manage your money
- Ensure you spend your time on the right activities
- Discover why a work/life balance is important
- Learn how your network can support you and your business
- Overcome your fear of selling
- And much more ...

#### The 12 Principles Of Successful Freelancing

#### 1. Get Organized

Keep your workspace tidy and plan ahead(short- and long-term).

#### 2. Control Stress

Remain calm and work through issues to avoid early burnout..

#### 3. Research

Spend quality time researching your proposed business-it's more than a five minute web surf.

#### 4. Be Passionate

Love your work! You should enjoy what you do for a living.

#### 5. Budget

Save for a rainy day rather than spend every centas it comes in.

#### 6. Value your Health

Bad health stops you from working. Take time to exercise and maintain a nutritious diet.

#### 7. Embrace Selling

Enjoy the sales challenge-it's easier than you think!

#### 8. Satisfy Customers

Don't do average work-exceed their expectations and make them need you.

#### 9. Grow Your Network

Value family and friends' support, and meet new people all the time.

#### 10. Maintain Cashflow

It's what is in the bank that counts, not what you are billing-understand the difference.

#### 11. Continually Learn

Keep acquiring new skills and knowledge, every week. Let it slip and you could be left behind.

#### 12. Achieve a Work/Life Balance

Your life should be more than work-maintain a good balance for health and success.



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