



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 cent as 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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