



The Master Freelancer's guide to finding a first class next contract

WEEK ONE

WEEK TWO

WEEK THREE

WEEK FOUR

WEEK FIVE

Who will you approach?

You will like this third step. It is short and punchy and you get to think about who your loudest cheerleaders are. Why are we doing this? Well, because it is a lot easier to get great work with the help of your network than through your own individual toil or through the dreaded 'cold call'. In fact, some might argue that it is the only way to landing a first class contract.

Master Freelancers know that their best work finds them through their trusted relationships and warm personal recommendations.

Right, let's crack on!

1. In the past, which 5 people in your network have been most helpful in connecting you to interesting information, clients and projects?

1) _____ 2) _____ 3) _____
4) _____ 5) _____

2. Which 5 clients would you most like to work with next?

1) _____ 2) _____ 3) _____
4) _____ 5) _____

3. Which 5 people - who can vouch for you - would be trusted by each of these clients?

1) _____ 2) _____ 3) _____
4) _____ 5) _____

4. If you have no existing links in your direct network, who in your secondary network could you approach to ask for an introduction?

1) _____ 2) _____ 3) _____
4) _____ 5) _____

5. And finally, looking at all your answers to 1-4 above, list in priority order your top 5 most valuable contacts right now?

1) _____ 2) _____ 3) _____
4) _____ 5) _____

Keep this list close at hand as we will need it later.

Now you are clearer on who you might approach soon, we will focus on what you might tell them in Step 4.



We would love your feedback:

- What did you find most useful?
- What didn't you like?
- How could we make this better?

masterfreelancer@10freefridays.com

Part Four coming very soon.

For free trials of our pilot products, drop us a line at:

masterfreelancer@10freefridays.com