



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

WEEK ONE

WEEK TWO

WEEK THREE

WEEK FOUR

WEEK FIVE

## What is your Master Plan?

How can you possibly get the contract you want if you don't know what it looks like? At the end of this second step, you will have clearly defined what a first class next contract will look like. Hurrah.

**Like elite performers in other spheres of life, Master Freelancers are rigorous goal-setters.**

"A goal properly set is halfway achieved" (Abraham Lincoln)

Thinking cap on again please. This step should take around 45 minutes and can be done all in one go...

...You get into the Master Freelancer time machine and step out into the future to find you are working on an ideal first class contract:

**1. What projects have you stopped doing? What projects are you now working on? What is your role? What strengths of yours are you using?**

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**2. What type of client are you working with? What industry are they from? What is their defining characteristic?**

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**3. What lifestyle are you living? How much are you working? Are you getting to do other things you love? What things? Where are you spending your time? How much flexibility of work time/location have you got?**

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**4. What income are you earning? What is your average day rate? Or your average amount per contract?**

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Okay, now zoom back 'Dr. Who-style' to the present...

**5. What have you already been doing that shows you are moving towards this ideal?**

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**6. What could you be doing in your very next contract that would be evidence that you are moving a little closer to this ideal? What attitude shift could you make? What skills could you start using?**

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**7. And what experiences do you now want to consider which will help you on the way being first class? (For example, different contracts, formal training courses, mentoring/coaching, reading, other informal learning, etc.)**

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**8. What is the very next small step that you can take right now that will take you closer to your ideal contract?**

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Great. Hopefully that was illuminating? Now look back at your answers and circle the main points, noticing any themes again and writing down any actions. Some suggested actions:

- Do the next small step right now!!
- Copy/print out your answers and keep them in your wallet or pinned up somewhere you will see everyday.
- Find a peer and talk them through your ideal to test it. Offer to do the same for them too. Nice.

Now you are clearer on where you are currently at as a freelancer, we will focus on your future in Step 2...

We would love your feedback:

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

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Part Three coming very soon.

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

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