



# Freelancing

## Selling Your Time for Income

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# Introduction

Decades ago, freelancing meant going to a friend's or uncle's shop to work extra hours, after you have logged out of your day job. It could also mean having to babysit neighborhood kids during the weekends, as their parents go on date nights or do errands.

Today, the Internet has provided a platform that enables you to work extra hours from home. Yes, the regular 9 to 5 job indeed presents its own set of pros and cons. It is limiting in terms of space and hours. You must be at the office during those hours. The salary is also limited unless your benefits include commissions and overtime pay. However, there is a sureness about it: the salary will be there for sure, and you can relax after your shift. If you are the manager or someone with extra responsibilities, this may not be the case, but your salary may reflect the additional compensation.

So, why do people still lean towards freelancing? The industry has even created a term for itself: the gig economy.

Freelancing presents a lot of freedom. It enables the freelancer to work whenever, wherever. This flexibility allows him the freedom to respond to other responsibilities he may have at home and elsewhere. It also presents a lot of uncertainty, as the fledgling freelancer finds himself navigating the often intricate world of freelancing. Sutherland et al. had in their journal article, "Work Precarity and Gig Literacies in Online Freelancing," had narrated some of the other issues that may arise in such a setup. They believe that freelancing is challenging to navigate for some because it does not come with the support that you usually get from officemates; it also does not come with the comfort of a regular job.

Selling your time as a freelancer equates to being free, yes, but it ultimately better serves those who have the extra drive and sense of autonomy. Many others will find themselves floating aimlessly in the gig economy virtual world. So, if you want to fully assimilate yourself into this world, you need some help. This book hopes to provide you with such assistance.



So, how do you exactly sell your time for an income, effectively and safely? How much do you value your time? Some people dive into freelancing headfirst because they do not have a choice. So, they give hesitant nods to so-called peanut-priced projects. What they fail to understand is that by doing this, they have started to establish that they do not mind selling their time for a few cents.

### **This little freelancing book hopes to assist the new freelancer in:**

- Creating a freelancer persona
- Finding clients online
- Utilizing LinkedIn and other social media
- Establishing a reasonable rate
- Earning more money with less effort
- Learning from your mistakes

If you ready to start selling chunks of your time online, then read on.

