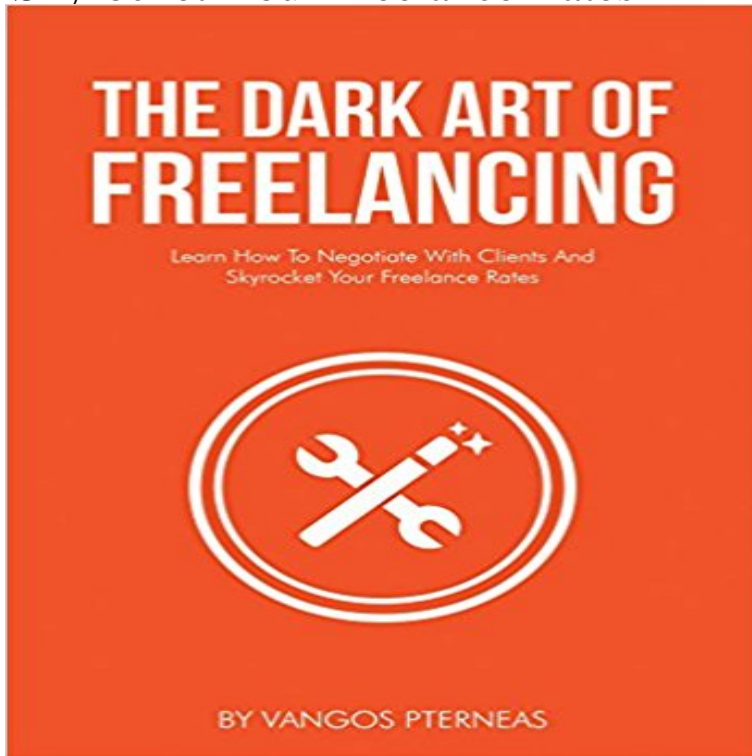


# The Dark Art of Freelancing: Learn How To Negotiate With Clients And Skyrocket Your Freelance Rates



Do You Want To Charge The Money You Deserve? Learn How To Negotiate With Clients And Skyrocket Your Freelance Rates. Today. When I started freelancing, I used to be an under-paid software developer. I had absolutely no idea how to price a project or how to specify my rates. I used to work endless hours in front of my PC to satisfy my clients. But they always asked for more and complained about my rates. They paid late or did not pay at all. They even compared me with cheaper freelancers and constantly asked for discounts! Sounds familiar? Trust me, you are not alone. I know that your time, skills and expertise worth more. You know that, too. That was until I realized that other freelancers make a fortune by offering the exact same services as I do! It drove me mad! These people were not better engineers than me. They weren't more famous or more experienced, either. So, what was their secret? The Dark Art of Freelancing is an honest guide that will help you charge more, grow your business and live better. How many times have you felt that you worth MORE? Its such a tough feeling, huh? Knowing that you deserve more than you get. More happiness, more money in the bank, more healthy relationships. Well, this is the subject of the book you are currently reading. But you already know that, dont you? And, I am pretty sure you have seen quite a lot of people who sell magic recipes to help you deal with this. Most books that cover freelancing techniques simply tell you how to do things right - from the authors perspective. This book is different. We are human beings and humans make mistakes. Apart from what I propose as best practices, I also give you tips and tricks to recover from painful situations. Moreover, I let you know exactly what Ive been doing in my business, how I talk to clients and with what information I provide them. This book presents a ton of

examples and situations that will help you handle your clients effectively and win more projects with (much) higher quotes. You'll read how I react under specific circumstances, how I turn a no client into a yes one and how I raise my rates while my clients thank me for this. Apart from the personal advice, I also provide suggestions and applicable actions for many more occasions. Finally, you'll get some valuable insight into how my company, LightBuzz, structures its proposals and quotes to persuade clients.

Green Artists League GALvanizing Eco-Responsibility Subscribe via RSS HOME ABOUT ALCHEMICAL GARDEN ECOVENTIONS Help Cultivate The Alchemical Garden: An Edible Garden and Art Park at Newburyport's Rail Trail Posted by erin on April 25, 2011 3 comments The Alchemical Garden site February 2010 GAL is turning a desolate field of weeds into a visually compelling garden that will educate and engage the community for years to come. Located on a 160 x 25 site near the south entrance of Newburyport's Clipper City Rail Trail, the Alchemical Garden is a richly layered evolving art and horticulture experience that is accessible on many different levels to the public. Alchemical Garden Plot plan Alchemical Garden is designed to become a model for a sustainable, interactive public garden through the use of symbiotic, low maintenance plantings and recycled materials. The ancient discipline of Alchemy marries art and science and is famously known for transforming a common material into gold. The Alchemical Garden will lead the community to transform on a number of levels : Alchemical Garden with Spring Wheat "Crop Circles" June, 2011 BUILD COMMUNITY: The Garden creates a gathering space for individuals to form a more intimate relationship with their community. The space is designed with visual features and seating areas to compel passers-by to pause, reflect, and have a multi-sensory interactive experience ( sight, smell, touch, taste, smell) with the garden and the community. Read the rest of this entry Categories: Alchemical Garden, Articulture, Current Events, Projects. Tags: alchemy, art, bike, crucible, ecology, garden, green art, hedge, hyper-accumulating, industry, living structure, Newburyport, permaculture, rail, sculpture, soil remediation, trail, tree guilds.

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