

# 8 VITAL ACHIEVEMENTS OF A SUCCESSFUL FREELANCER



1

## FULLY COMMITTED TO FREELANCE

When we see something we want to do, many times we only see the tip of the iceberg, so it's important we are deliberate in evaluating freelancing. This way, when we move forward we're not caught off guard by the troubles we'll likely face.



2

## OFFERINGS IN A COMPELLING PACKAGE

It is a tremendous relief to know how much we want to get paid, to know what we do and how we work with clients, and to publish and promote ourselves with confidence. How well we set the stage in this achievement determines how much time and energy we spend on the following ones.



3

## STEADY STREAM OF PAYING CLIENTS

The key to attract prospects is smart consistent activity. To get us there, we'll need to understand how to gain new business, make sales a predictable process, and build a team of advocates.



4

## ACTIVE CLIENTS ARE MAXIMIZED

Active clients are the lowest hanging fruit for maximizing our income potential. Our vision for this achievement is to maximize the amount of value we provide and the amount of income we earn.



5

## UNAFFECTED BY THE ROLLER COASTER

Consistency in income and workload is our goal, but as freelancers, we're going to experience seasons of feast and famine. During times of plenty, we'll want to manage our resources so we can live well when we're receiving little to no income.



6

## WISE & PRECISE FINANCIAL MANAGEMENT

It's vital we manage our time, the money owed to us and the money we spend well so we can make wise decisions to help us more efficiently reach our goals.



7

## UNIFIED PERSONAL & WORK LIVES

Our personal intentions are projected through our work and our work affects our personal lives. Manage this tension well and we maximize the personal and professional benefits.



8

## WE SHARE WHAT WE'VE MASTERED

Teaching what we know to others provides us the opportunity to translate the knowledge in our head into words and practices others can replicate in their own lives. It allows us to better understand our own success as well as identify gaps in our understanding.



**PATH** OF  
THE  
**FREELANCER**