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The Software Engineer's Guide to Freelance Consulting Jay El-Kaake,Zack Burt,Richard Burt,2016-12-18 The Software Engineer s Guide to Freelance Consulting will help teach you to be an effective freelance software consultant which will enable you make more money dedicate more time to hobbies spend more time with your loved ones and even discover new businesses Table of Contents Chapter 1 Finding Clients We will literally map out the client acquisition skills that are paramount for you to develop and thrive in the business of software consulting We will give you the step by step concrete TODOs to achieve competence and we explain some of the abstract theory Chapter 2 Choosing a Rate How do some people charge 2 hr and others 500 hr Where do you fit in In this chapter we help you choose justify and even increase your existing rate Chapter 3 Keeping Yourself Educated How do you keep yourself from becoming outdated How do you keep your skills in demand and the projects coming over time We ll discuss that in this chapter Chapter 4 Closing Deals You ve got the interest but now how do you get the client to start working with you We ll talk about closing sales as an engineer in this chapter Chapter 5 Being Productive Productivity is a critical part of freelancing Since most freelancers bill hourly it can make the difference between making 100 000 year and 300 000 year This chapter contains tips to maximize your productivity as a freelancer Chapter 6 Building Maintaining Relationships Freelance consulting is a relationship driven business As engineers however we tend to shy away from this In this chapter we will talk about how you can build strong relationships and reduce the amount of time you need to spend selling yourself to new clients Chapter 7 Legal Ideas Being a consultant comes with legal implications that can save your butt when things go wrong In this chapter our very own Silicon Valley Lawyer Richard Burt will give you some tips of the trade Chapter 8 Making Great First Impressions First impressions are a primer for excellent long term relationships that will yield great value to you This chapter will talk about first impressions as a freelance tech person Chapter 9 Getting Paid Okay so you ve completed some contracts and now you re waiting to get paid How do you get paid faster Can you reduce your risk We ll discuss these things in this chapter and even talk about how to deal with clients who don t pay Chapter 10 Must know Tax Tips As a freelance consultant managing your tax effectively will save you a TON of money at the end of the year In this chapter we ll run through some basic tips that will help you minimize your tax liability so you can keep more hard earned money in your pocket Chapter 11 Communicating Effectively Say the wrong things and you can find yourself staying up late at night on the weekend Say the right things and you could find yourself making more money and spending more time with your family and friends In this chapter we ll help you say less of the wrong things and more of the right things Chapter 12 Freelancing Part time What if you don t want to leave your current full time job What if you re in school full time or taking care of children This chapter will help part time freelancers Chapter 13 Going Back to a Regular Coding Job In case you later decide freelancing is not for you this chapter will help you ease back into a regular job without ruffling too many feathers Chapter 14 Additional Resources Everyone who purchases the book receives

an invitation to our Slack community You ll even get a direct line to experienced freelancers including the authors that can help answer questions any day of the week

Software America 19 1606 Freelancing Online Software America 19 1645 Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has are more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is truly remarkable. This extraordinary book, aptly titled "**Software America 19 1606 Freelancing Online Software America 19 1645**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect our existence. Throughout this critique, we will delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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