

Get Better Freelance Clients: A 29-Day Action Plan

by Austin L. Church

I want MORE. I want consistency, stability, and sustainability, which brings me to this guide's raison d'être: showing you how to get more high-paying freelance writing clients this week.

Below are the steps I would like for you to take over the next 29 days. Don't worry... I will walk you through each one.

One last thing: Go ahead and print out this checklist. That way, you can keep it on your desk to remind you to take action.

- 1 **Follow up** with past clients.
- 2 **Ask** for referrals.
- 3 **Expand** your offerings.
- 4 **Reach out** to family and friends.
- 5 **Reach out** to colleagues, former coworkers, former employers, and other companies in the same industry.
- 6 **Meet** two people this week.
- 7 **Update** your social profiles today.
- 8 **Add** new people on LinkedIn today.
- 9 **Get** three testimonials this week.
- 10 **Create and share** new content this week.
- 11 **Pick** a niche.
- 12 **Assemble** a list of prospects this week.
- 13 **Create** relevant packages.
- 14 **Send out** prospecting emails (a.k.a. do "cold" outreach).
- 15 **Keep** all of your socials **current**.
- 16 **Network** with other freelancers.
- 17 **Partner** with other "non-competitive" freelancers.
- 18 **Use** the Remora Method.
- 19 **Cruise job boards** and forums today.
- 20 Try some **strategic Google searches**, such as "freelance [your skill/specialization] jobs" and "[your skill] for us."
- 21 **Check Craigslist** for freelance jobs.
- 22 **Search for opportunities** on Twitter.
- 23 **Book** a speaking gig.
- 24 **Say no**.
- 25 Always come in on time, on budget, with **no excuses**.
- 26 **Create a satisfying experience** for clients.
- 27 **Update** your website.
- 28 **Never discount** your rate.
- 29 **Be patient**.