



NOVEMBER 1, 2022

## The Best is Still To Come

Toes in the sand; Mind engaged



### Coaches Corner

Can you believe it is only 24 days until Thanksgiving? 55 days until Christmas??  
AND ONLY 62 DAYS UNTIL THE NEW YEAR??!!??

Where did 2022 go?

How is your freelancing career going? If you aren't where you thought you would be by this time of year ... have no worries.

We are offering WORKSHOPS and since our business is online, we are going to have a Cyber Monday sale offering introductory pricing on all our workshops! We will also have discounts on our coaching packages only available during our Cyber Monday special. So if you were thinking about getting a coach to

ignite your freelancing career, Cyber Monday is THE time to do it. We will not be starting any new coaching packages though until the new year. The holidays are just far too chaotic to study, work, and think! Check out our website for all the details! And Happy Holidays!



## Welcome!!

Welcome to our November newsletter!

2022 is soon to be a memory, with 2023 on the horizon, bringing us new opportunities and new avenues to explore.

With the end of the year comes all kinds of increased stress. Most of this added stress is of our own doing.

We challenge all of you to take time for yourself this holiday season. Remember, if you do not take care of yourself – who will?

Stress is the number one cause of so many different illnesses and ailments. And we cause our stress. So let's stop making ourselves sick!

Stay healthy this holiday season. Make the time to take care of yourself and remember to BREATHE. We do not have to be perfect to enjoy life!

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## Speaking of stress...

I found a great article from the Mayo Clinic on how to reduce stress during the holiday season: <https://www.mayoclinic.org/hea...>

I might add another way to reduce stress is with a morning routine. I have a morning routine that I do every day (ok, I will be truthful, ALMOST every day.) It includes mirror work, stretching (so my sciatica doesn't return), meditation, and prayer.

Not sure what mirror work is? Well, drop us an email and ask! It is powerful, and it can change your life ... seriously!



**CHECK OUT THE QR CODE**

**FOR OUR WEBSITE**

Now you can find our website quicker from your phone!! Thanks to Robert's daughter Chelsea who created our QR code for our website! Check out our website that Robert has been working on updating for the last couple of weeks. Send us your comments using the contact us link on the website and let us know what you think!



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### Live Workshop In October

We had a live workshop in October entitled Ending 2022 Strong with a bonus pre-workshop entitled Developing a Winning Mindset. While several people signed up for the workshop (and we are happy!), we only had one attendee live.

We realize life gets in the way and things happen, so Robert and I sat down to brainstorm how we could make this available more often and have it benefit more of our clients while not making more additional work for us.

We decided we are going to start selling workshops on our website! We really do want our clients to be successful, and we know one on one coaching, while THE most beneficial way to fuel your freelancing career, it is also one of the most expensive ways as well.

We want to be of service to all of our clients. We hope that offering workshops you can purchase when it is convenient for you and when you need a bit of encouragement will help more of our clients. You will have three months of free email with us to ask any questions if you get stuck in the workshop.

We really do mean we are only successful when our clients are successful, and we want ALL of our clients to be successful!

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By: Robert and Patty Thompson

## 5 Strategies to Grow your Freelancing Income

You can grow your freelancing income as you gain more experience working with your online platform.

Many new freelancers get frustrated because it seems like the only jobs available to them do not pay well. They don't understand how they can earn a great income if all they can get are \$50.00 jobs.

Use the strategies and tips outlined in this article to increase your earnings.

Your strategy for finding jobs will evolve as you work online. Once you achieve a basic level of success, you can start to update your strategy. Include these

goals in your strategy:

1. Establish and maintain a great rating
2. Look for bigger jobs
3. Offer more advanced services
4. Limit your search to experienced clients
5. Find clients with repeat business

## **Establish and maintain a great rating**

As you know, we teach that you should start with small, easy to complete jobs so that you can become highly rated. However, the ratings are a little different on each platform.

Each of the major platforms has ratings that clients give to freelancers. The small jobs allow you to build a 5-star rating. Clients can also see how many jobs you have done and how much money you have made.

Use the information available on the platform to make sure you fully understand how the rating system works and what you need to do to establish and maintain a great rating.

For example, Upwork goes a step further than Freelancer or Fiverr. Upwork combines client ratings with other factors into a job success score that gives the client a single number they can use to evaluate you.

## **Find bigger jobs**

Once you have some experience, you can start looking at bigger jobs. A proof-reader may start to look at editing books in addition to articles and blogs. A writer may look for jobs writing longer articles and involving more research. A developer or graphic designer may look to build an entire website. These jobs are often offered by sellers who can pay more.

## **Offer more advanced services**

Review your services at least every six months. You can make more money with specialized services. There are fewer jobs, but you can command a much higher rate for the ones you find.

## **Find clients with repeat business**

Many clients are serial buyers. Once they find someone they like, they will hire them for multiple assignments. Clients are generally willing to pay much more for freelancers that have proven their value. Don't be afraid to raise your rate. The clients expect to pay more for proven talent.

## **Consider advanced programs**

Some of the boards have special programs for freelancers who have proven skills and are looking for steady work. They vet the freelancer and guarantee the quality of their work. The clients in these programs offer long term employment for qualified freelancers. Think of it as a retainer. However, most require a commitment of at least 20 hours a week.

The Fiverr Pro program is one that freelancers can request to join. Upwork's Enterprise client program is for clients who represent large companies. As a freelancer, you can search for these clients. Both programs are for freelancers who are top-rated and have experience working with large corporations.

Another platform Toptal.com, only accepts people who they determine are qualified to work for their fortune 500 clients. However, they require that you commit to working at least 30 hours per week.

## Summary

As you gain experience and build your ratings, you will be offered jobs that are more complex and pay more. Build your ratings, keep applying for jobs, and you will start to get offers.

### RPT Virtual Services

#### United States

411 Walnut Street #10968,

Green Cove Springs, FL 32043

#### Panamá

Playa Coronado, Chame

Panamá Oeste

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