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About Us

Preferment Times: *Retirement Redefined*

June 2025 Issue

The Best is Still to Come

Toes in the Sand, Mind Engaged





Coaches Corner

Halfway There: Make June Your Launchpad

Can you believe it? We're already halfway through the year. It just goes by so quickly!

June serves as our wake-up call, not a warning sign. It's the ideal time to pause, reflect, and realign with the freelance goals you established back in January—or the ones you've recently discovered. Whether you've been gaining steady momentum or still feel stuck at the starting line, now is your moment.

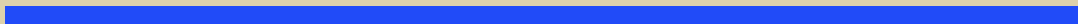
Because here's the truth: significant shifts often come from small, focused, and deliberate actions. One new proposal. One updated profile. One skill sharpened. One hour set aside for deep, intentional work. That's how momentum begins.

The second half of the year is yours for the taking. Let June be the spark. You don't need to have it all figured out—you just need to begin ... again.

You're not behind. You're not too late. **You're right on time.**

So, take a breath, reset, and move forward. The future you want? It's still waiting—but it won't wait forever.

Let's make June a launchpad, not a landing zone.
You've got this. And Robert and I have your back.





Exciting June Lineup on Our YouTube Channel!

Get ready for a month packed with valuable tips and insider knowledge to level up your freelance game! Join Patty & Robert on our YouTube channel as we dive into some must-know topics for online freelancers:

 **June 2:** Patty will talk about having the right **MINDSET**

 **June 9:** Robert talks about **PROJECT CATALOGS**

 **June 16:** Robert will talk about **GETTING PAID ON UPWORK**

 **June 23rd:** Patty will talk about

and finally  **June 30:** Robert will talk about **UPWORK'S JOB FEED**

It will be a busy month – with great topics – don't miss them!

Subscribe here: www.youtube.com/@RPTVirtualServices

Don't forget: Subscribe, tune in, and get ready to take your freelance game to new heights!

See you on our channel! Remember to subscribe, like, and share!



The One Mindset Shift That Separates Successful Freelancers from the Strugglers on Upwork

Picture this: Two freelancers join Upwork on the same day. They both have great work experience, solid writing skills, and a strong desire to earn online. But six months later, one is thriving with steady clients and consistent income—and the other is frustrated, barely scraping by.

What happened?

It wasn't luck. It wasn't algorithms.

It was MINDSET!.

Here's the jaw-dropping truth:

The biggest obstacle to freelance success on platforms like Upwork isn't competition—it's hesitation.

Most new freelancers—especially those transitioning from traditional careers—carry what I call the "Permission Mindset." They're used to waiting: for the boss to approve, for HR to sign off, for someone else to say, "Yes, you're good enough."

But freelancing flips that script. On Upwork, no one gives you permission.

You give it to yourself!

That shift—from waiting to initiating—is what changes everything.

When you own your value, you stop apologizing for your rates.

When you show up with confidence, clients take notice.

When you believe you belong, you start acting like it—and clients follow your lead.

Think about this: Have you ever *not* submitted a proposal because you weren't sure you were "qualified enough"? Or maybe you hovered over that green "Submit a Proposal" button, thinking, "Maybe I'll wait until I have a few more samples."

That hesitation is costing you. In fact, it's costing you more than any other factor.

So, how do you break free from it?

- Start before you feel ready.
Confidence is built through action. The first few proposals might feel awkward. That's okay. Keep sending them. Your 10th proposal will be miles better than your first—and you can't get to #10 unless you send #1.
- Focus on the client's needs—not your resume.
Your job on Upwork isn't to impress people with your background. It's to solve their problem. The more you talk about *them* and how you'll help *them*, the more they'll see you as the right fit.
- Use every "no" as data.
Didn't get the job? No problem. Go back and look at your proposal. Ask yourself: Did I lead with value? Did I match their tone and expectations? Did I show how I'd solve their problem?

This is how you improve faster than 90% of freelancers on the platform—by using feedback and rejection as fuel, not discouragement. (Watch the YouTube video on Mindset that comes out TODAY!)

Practice "Fast Fail" Proposals.

Set a timer for 20 minutes and write a proposal without overthinking it. Hit send. Do that five times a week.

Watch what happens. Take a chance – JUST TRY IT!

Here's the most thought-provoking part of all this:

Freelancers who are wildly successful on Upwork aren't always the most talented. But they are the ones who *decide* to be visible. They take the leap. They show up consistently.

It's not about waiting to be "discovered." It's about showing up like you already belong there—because you do.

So, stop and ask yourself:

What would change if you stopped waiting for permission?

What if your next proposal wasn't "safe"... but *bold*?

🔗 **Need guidance on your Upwork strategies for success? Let's chat! Email us at:**

info@rptvirtualseervices.com



NEW ALERT:

If you use Chrome as a Web Browser:

Update Chrome ASAP – Google recently dropped an emergency patch to fix a flaw that could let hackers take over your accounts. Go to **SETTINGS>ABOUT CHROME** and make sure you have the latest up-to-date version. For Windows and Linux it is 136.0.7103.113. For MacOS, it is 136.0.7103.114.

We have Windows, and when you go into **settings>about Chrome**, this is what it should look like if you are up to date:



Some FAQ'S About Upwork's Service Fees

As we mentioned in last month's newsletter, starting May 1, 2025, the Freelancer Service Fee for new contracts changed from a fixed 10% to a variable fee based on factors such as client demand for certain work. We have learned that this variation may occasionally include promotional discounts, and Upwork will notify you if a promotion applies to you.

You'll see the fee percentage for a specific contract when you are creating your proposal. Once a contract starts, the fee will stay the same for the life of the contract, and fees on existing contracts will not change.

Next, we have some FAQ's from Upwork.

What's changing with the Freelancer Service Fee?

For new contracts, Freelancers may now see a fee that differs from the standard 10% you're familiar with and could be higher or lower — in some cases, as low as 0%. This approach is based on factors like supply and demand, aiming to create a more balanced and healthy marketplace for freelancers and clients.

What will be the new range for the Freelancer Service Fee?

The range will be from 0% to 15%.

Will the new variable Freelancer Service Fee affect my existing contracts?

No, the new variable fee structure only applies to new contracts.

Why are you making this change?

We regularly review and adjust our pricing strategies to keep pace with a changing marketplace. Our goal is always to support a more balanced, healthy environment where both freelancers and clients can thrive.

When will the variable Freelancer Service Fee be applied, and will there be a transition period?

We'll start applying the variable fee to new contracts starting on May 1, 2025. There will not be a transition period since the change won't apply to existing contracts.

Should I expect the fee on my contracts to change unexpectedly?

No. Once a contract is signed, the Freelancer Service Fee is locked in and won't change.

How and when will I see the Freelancer Service Fee I'll pay on a contract?

You'll see the percentage when you're creating your proposal in the bid calculator, so you'll be able to adjust your rate if needed. If you receive a direct offer from a client, you'll see the fee percentage and amount in the payment details section of your offer. Additionally, the percentage is always visible in the contract details section of the workroom and will continue to appear on your transaction summaries.

What additional benefits or features am I getting with this change?

This new approach is designed to benefit freelancers by creating a more balanced and healthy marketplace where freelancers set their pricing based on the value of their work. We'll continue to monitor

feedback and outcomes closely to evaluate the value this model delivers for freelancers and clients alike.

What factors determine the Freelancer Service Fee that I'll pay?

Our algorithms will keep evolving, but we expect the fee will vary based on factors such as the levels of supply and demand to start, and grow to include things such as client and freelancer tenure and membership plan, as well as the job category, scope, complexity, urgency, etc., of the project.

Does a variable Freelancer Service Fee apply to freelancers who subscribe to Freelancer Plus?

Yes, variable fees will apply to freelancers who subscribe to Freelancer Plus, except when they bring a new client to Upwork via [Direct Contracts](#). Freelancers who subscribe to [Freelancer Plus](#) will still receive the 0% Freelancer Service Fee when they bring a new contract to Upwork through Direct Contracts.

Are agencies impacted by the change to a variable Freelancer Service Fee?

Yes.

Will variable Freelancer Service Fees apply to Direct Contracts?

No.

Will variable Freelancer Service Fees impact my Enterprise contract?

No. Enterprise contract fees may vary per your contract with your Enterprise client, but the fees are typically 10% and are not impacted by this change.

Are you bringing back the sliding Freelancer Service Fee based on contract earnings?

No. Variable fees may be based on various factors such as market supply and demand.

Is there a way to get a discount on the Freelancer Service Fee?

No, we are not offering any regular discounts. We may offer special promotions at times—if these apply to you, we'll let you know.

Where can I learn more about the Freelancer Service Fee?

You can find more information here: [Freelancer Service Fee](#).



Tech Corner

The AI Surge—Why Specialized Skills Are in Hot Demand (and How You Can Benefit)

Artificial intelligence isn't just a buzzword anymore—it's shaping how companies hire freelancers. From AI writing tools to machine learning applications in healthcare, finance, and beyond, the demand for specialized AI skills has exploded. And here's the good news: you don't have to be a data scientist to get a piece of the action.

In fact, freelancers who possess even basic tech-savvy skills and have a willingness to upskill are being hired to work alongside AI systems—not to replace them. Let's break down what drives this demand and

how you can position yourself to benefit.

The AI Skills Boom: What's Behind It

Companies big and small are racing to integrate AI tools into their everyday operations. This includes:

- Automating customer service with chatbots
- Analyzing data to make faster decisions
- Generating marketing content with AI writers
- Enhancing productivity with smart workflows

But here's the catch: AI still needs humans to guide it, train it, and make sense of its output. That's where specialized AI skills come into play. Businesses are scrambling to find freelancers who can bridge the gap between traditional tasks and new technology.

What "Specialized AI Skills" Actually Means

You might think this only applies to coders or engineers, but that's not the case. Freelancers from all backgrounds—writers, marketers, educators, customer service reps, project managers—are learning to:

- Use tools like ChatGPT, Midjourney, and Jasper effectively
- Prompt AI tools to get better outputs
- Proofread or enhance AI-generated content
- Manage AI-assisted workflows
- Train AI models by reviewing or tagging data

Many of these tools offer free or affordable training, so upskilling is more accessible than ever.

Freelancing Platforms Are Catching On

On platforms like Upwork and Freelancer.com, job postings now regularly include terms like *"AI content editor," "prompt engineer,"* or *"AI virtual assistant."* Clients are actively searching for freelancers who understand how to *collaborate* with AI tools—not compete with them.

If you already have industry experience (say in healthcare, education, finance, or sales), learning how to apply AI tools within your area of expertise can make you even more attractive to clients.

How to Get Started

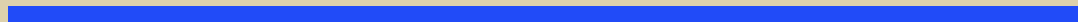
1. **Pick one AI tool to explore.** (ChatGPT is a great place to start.)
2. **Look for short, beginner-friendly tutorials.** YouTube and LinkedIn Learning are packed with them.
3. **Practice using the tool on your current freelance tasks.**
4. **Add your new skills to your Upwork profile or resume.**
5. **Apply for small gigs to build your confidence.**

Bottom Line

The demand for AI-related skills is only going to grow. The best part? You don't need to reinvent yourself—you just need to *enhance* what you already do by adding a few smart tools to your belt.

Freelancers who can adapt, learn quickly, and show clients how AI can make things faster, better, and more affordable will be the ones getting hired.

Now's the time to lean into the future—because it's already here.





Success Stories

Keep watching here for our next success story - maybe it will be you!

Contact us at info@rptvirtualservices.com to learn how to schedule a free Discovery Call with us on Zoom.



Hope you have a very Happy and Successful June 2025!
Patty & Robert



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