

It's these **little extra steps** that can make a huge difference to your reception.

- **You need to try different techniques.**

Try different techniques, read lots of books, blogs, and articles on the subject of selling, and find what is natural to you.

- **No Upfront**

Never bid with an upfront payment. Most overseas freelancers always request an upfront payment and a large numbers of employers have already been screwed over by paying upfront and never receiving the finished product. So separate yourself from a scammer instantly by not requiring an upfront payment. That's pretty good considering most of my jobs are fixed and oDesk can't guarantee those payments.

- **Read Client's Work History**

You can usually instantly tell if an employer is here for cheap labor. Just look over their work history real quick and look at the hourly wages they tend to pay. If it is below \$5 do not waste your time submitting an application because they are not looking for you.

- **Read Clients Feedback**

I pride myself on getting and maintain 5.0 feedback. When looking for new jobs I will not work for someone that consistently gives below par feedback. Working for people like this is too risky for me because you never know who you are going to end up working for after you get hired. For example, I have had some employers that request additional work at no cost and if I wasn't going to do then I was going to receive a bad rating. I did the work and made them happy but I want to always avoid that situation again if possible.

- **Always Bid Low**

Typically there are 50+ applications for each job that come in very fast. In order to set yours apart do not bid the max for their budget. This is where plenty of people always make a huge mistake. Even if you don't plan on working for that cheap it will get you talking to the client and that is what matters. You can always raise your bid after you received more details from the client. The best way to do it is bid about half of their budget and ask them for more details in your bid, then after you review the details and talking to them then raise your bid to a fair price. The more time invested you have with the potential client the better chance you will have getting hired. Finally the obvious, you will never get hired if they never contact you in the first place; this is the main reason to bid low to start.

- **Tell Them Where You Live**

If you are a freelancer from Egypt and the client is from Egypt or Arabic countries tell them where you live. This will immediately draw a connection between you and the client. Put this in the first or second sentence in your application, make sure they see that.