

Website Home Page Information Architecture

For New Web Developers Without Social Proof

Your Situation & Strategy

Reality Check:

- You're just starting out
- You have 1 free project (that's okay!)
- No client testimonials yet
- No extensive portfolio
- Building credibility from scratch

Strategic Approach: Instead of faking credibility you don't have, you'll compete on:

1. **Transparency & Honesty** - Be upfront about being new
 2. **Value & Pricing** - Offer better rates than established developers
 3. **Personal Connection** - Show your face, personality, passion
 4. **Skills & Knowledge** - Prove technical competence
 5. **Hunger & Availability** - Fast response, dedicated attention
 6. **Risk Reversal** - Make it safe to work with you
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Information Architecture Flow

SECTION 1: GLOBAL NAVIGATION (STICKY HEADER)

Purpose: Simple, professional navigation

Components:

1. **Logo/Name** (Left)

- Your name in clean typography
- "[Your Name] | Web Developer"
- Simple, professional



2. **Main Navigation** (Center)

- **Services** (links to services section)
- **My Work** (links to portfolio section)
- **About** (links to about section)
- **Contact** (links to contact section)

3. **CTA Button** (Right)

- "Let's Talk - Free Consultation"
- Bright color, always visible
- Mobile: Hamburger menu

4. **Language Toggle**

-  עברית |  English

Keep It: Clean, simple, not trying too hard to look "corporate"

SECTION 2: HERO - HONEST & DIRECT

Purpose: Immediately establish who you are and what makes you different

Components:

1. **Headline (H1)**

- Honest and benefit-focused
- **Example:** "Affordable, Professional Websites for Israeli Small Businesses"
- **Alternative:** "Quality Web Development Without the Premium Agency Price"
- **Alternative:** "Your First Website Shouldn't Cost a Fortune"

2. **Sub-headline**

- Add context and honesty
- **Example:** "I'm a passionate web developer helping small businesses compete online. New to freelancing means lower rates and dedicated attention to your success."
- **Key:** Turn "newbie" into an advantage (lower prices, more attention, more hunger)

3. **Value Points** (3 bullets)

- What they actually care about:
- 💰 "Honest Pricing - No Hidden Fees" (₪8,000-₪15,000 range)
- ⚡ "Fast Turnaround - 3-4 Weeks" (you have time, established devs don't)
- 🤝 "Personal Service - Direct Access to Me" (not a team, not a company)

4. **Dual CTA**

- **Primary:** "Schedule Free Consultation" (bright button)
- **Secondary:** "See My Work" (link to portfolio)
- **Supporting text:** "15-minute call, no obligation. Let's discuss your needs."

5. **Hero Image**

- **Best option:** Professional photo of you at your desk/workspace
- Shows: You're real, approachable, professional
- **Alternative:** Your one project showcased on laptop/phone mockup
- **Avoid:** Stock photos, generic images

6. **Credibility Markers** (small text below)

- 🇮🇱 Based in [Your City], Israel"
- "Full-stack developer: HTML, CSS, JavaScript, Node.js, PHP, PostgreSQL"
- "Available for projects starting [Month]"

Psychology: Honesty builds trust. Small businesses appreciate transparency and value.

SECTION 3: THE PROBLEM (EMPATHY FIRST)

Purpose: Show you understand their pain without requiring social proof

Components:

1. **Headline**

- "Running a Small Business in Israel? Your Website Shouldn't Be Another Headache."

2. **Empathy Statement**

- Short paragraph connecting to their struggles:
- "I've talked to dozens of small business owners who are frustrated with expensive agencies that don't listen, template websites that all look the same, or trying to do it themselves on Wix and giving up. You deserve better—a website built specifically for your business, at a price that makes sense."

3. **Common Frustrations** (4-5 points)

- You don't need client proof to know these problems exist:

✗ "Agency quotes are ₪30,000+ - way too expensive" You can't justify that investment when you're just getting started **✗ "Wix/Squarespace looks cheap and all sites look the same"** You want something custom that reflects your brand **✗ "Nobody finds my business on Google"** You're invisible to customers searching for your services **✗ "I don't have time to learn web design"** You're too busy running your business to become a developer **✗ "I tried Instagram/Facebook but need something more professional"** Social media isn't enough—you need a real web presence

Psychology: You're showing understanding based on research (your persona work), not requiring testimonials.

SECTION 4: WHY WORK WITH ME (HONEST POSITIONING)

Purpose: Turn your "newbie" status into advantages

Components:

1. **Headline**

- "Why Choose a New Developer?"
- Or: "What I Offer That Big Agencies Can't"


2. **Your Honest Story** (personal narrative)

- 2-3 paragraphs, authentic and real:

"I'm [Your Name], a web developer based in [Your City]. I'm building my freelance business, which means I'm hungry to prove myself and build a reputation. That's good news for you. While established agencies charge premium prices and juggle dozens of clients, I'm focused on delivering exceptional work at fair rates to build my portfolio and earn referrals. You get the same technical skills (HTML, CSS, JavaScript, Node.js, PHP, PostgreSQL) but with personal attention and better pricing. I'm not pretending to be something I'm not—I'm early in my journey. But I'm passionate about helping Israeli small businesses succeed online, and I'll work harder than anyone to make sure your website exceeds your expectations."

3. **Your Actual Advantages** (4-5 points)

- Turn weaknesses into strengths:

 **Better Pricing Without Sacrificing Quality** I charge ₪8,000-₪15,000 for projects that agencies price at ₪25,000-₪40,000. Same technical skills, better value. I'm building my business, not maximizing margins. ⚡ **Faster Response & Dedicated Attention** When you email or call, you get me directly—not a project manager or support team. I typically respond within hours, not days. Your project gets my full focus. 🎯 **Modern Skills & Fresh Perspective** I'm trained in current best practices: mobile-first design, performance optimization, SEO fundamentals. No outdated techniques or legacy approaches. 🤝 **Partnership Mindset** I'm not just building a website and moving on. I'm building relationships and a reputation. Your success is my success—I need you to be happy and refer others. 📖 **Continuous Learning & Improvement** I stay current with latest web technologies and design trends. I'm constantly learning to provide better solutions.

4. **Risk Reversal** (critical for beginners)

- Make it safe to work with you:

"My Commitment to You:" ✓ **Satisfaction Guarantee:** I'll revise until you're happy with the result ✓ **No Surprise Costs:** Fixed pricing agreed upfront in writing ✓ **Regular Updates:** You'll see progress weekly, not just at the end ✓ **Post-Launch Support:** 60 days of free support (vs industry standard 30 days) ✓ **Your Success Matters:** I want you to become a case study and referral source

Psychology: Honesty = trust. Small businesses appreciate transparent self-awareness over false claims.

SECTION 5: WHAT I BUILD (SERVICES)

Purpose: Help them understand what you offer

Components:

1. **Headline**

- "What I Can Build for Your Business"

2. **Service Cards** (3-4 main types)

- Focus on outcomes, not technical jargon:



Professional Business Website Perfect for: Consultants, lawyers, accountants, freelancers You get:

- Modern, professional design
- 5-8 pages (Home, About, Services, Portfolio, Contact, etc.)
- Contact forms and inquiry system
- Mobile-responsive
- Basic SEO setup
- Google Business Profile integration

Starting at ₦8,000 Timeline: 3-4 weeks [Schedule Consultation →]



Restaurant & Café Website Perfect for: Food businesses, cafes, bars You get:

- Beautiful menu showcase with photos
- Online ordering capability
- Reservation system integration
- Google Maps integration
- Instagram feed integration
- Mobile-first design

Starting at ₦10,000 Timeline: 3-4 weeks [Schedule Consultation →]



Small Business Website Perfect for: Retailers, service providers, tradespeople You get:

- Service/product showcase
- Before/after photo galleries
- Online booking forms
- Local SEO optimization
- WhatsApp integration
- Customer review display

Starting at ₦9,000 Timeline: 3-4 weeks [Schedule Consultation →]



Custom Solution Have specific needs? Let's talk. I can build:

- E-commerce platforms
- Booking systems

- Member portals
- Custom functionality

Price: Depends on scope [Let's Discuss Your Needs →]

3. What's Included in Every Project

- Set clear expectations:
 - ✓ Mobile-responsive design (works perfectly on phones) ✓ Fast loading speed (under 3 seconds) ✓ Basic SEO optimization (so Google can find you) ✓ Contact forms that actually work ✓ 60 days free support after launch ✓ Training on how to update content yourself ✓ Hebrew + English bilingual capability ✓ Secure hosting setup assistance ✓ Google Analytics installation

Psychology: Clear pricing and deliverables build trust. No "contact for quote" nonsense.

SECTION 6: MY PROCESS (BUILD CONFIDENCE)

Purpose: Show you have a plan and know what you're doing

Components:

1. **Headline**

- "How We'll Work Together"

2. **5-Step Process**

- Clear, simple, professional:

Step 1: Free Consultation (15-30 minutes) We'll discuss your business, goals, and what you need. I'll show you examples and answer all your questions honestly. No pressure—just a conversation to see if we're a good fit. **Step 2: Proposal & Agreement (1-2 days)** I'll send you a detailed proposal with exactly what I'll build, timeline, and fixed price. Once you approve, we'll sign a simple agreement and you pay 50% to start. **Step 3: Design Phase (1 week)** I'll create mockup designs of your site for your feedback. We'll refine until you're excited about how it looks. You'll see exactly what you're getting before I write any code. **Step 4: Development (2-3 weeks)** I'll build your site and send you progress updates twice per week. You can see it developing and request changes along the way. **Step 5: Launch & Training (3-5 days)** You'll test everything thoroughly. I'll train you on managing content. We'll make final tweaks. Then we launch! You pay the remaining 50%, and I provide 60 days of free support. **Total Timeline: 3-4 weeks from start to launch**

3. **What I Need From You**

- Set expectations:
- Logo and any branding materials you have
- Photos of your business, products, or team
- Text content (or I can help write it for extra ₱1,500)
- About 2-3 hours total for feedback during the project
- Quick responses when I have questions (same day if possible)

4. **What You DON'T Need to Worry About**

- I handle:
- All technical setup (hosting, domain, SSL)
- Design and development
- Mobile optimization
- SEO basics
- Testing on different browsers and devices
- Launch logistics

Psychology: Detailed process shows you're organized and professional despite being new.

SECTION 7: MY WORK (THE ONE PROJECT YOU HAVE)

Purpose: Show what you can do without lying about experience

Components:

1. **Headline**

- "Recent Project" (not "Portfolio" which implies many)
- Or: "See What I've Built"

2. **Your One Project - Detailed Case Study**

- Make the MOST of what you have:

[Project Name] - [Business Type] Large, high-quality screenshots:

- Desktop view
- Mobile view
- Key features highlighted

The Challenge: "[Business owner] needed a professional website to [specific goal]. They were [specific problem they had]." **What I Built:**

- Feature 1 (e.g., "Modern, mobile-responsive design")
- Feature 2 (e.g., "Integrated contact forms with email notifications")
- Feature 3 (e.g., "Optimized for speed - loads in 2.1 seconds")
- Feature 4 (e.g., "Hebrew and English versions")
- Feature 5 (e.g., "Google Business Profile integration")

Technologies Used: HTML5, CSS3, JavaScript, [other tech you used] **Timeline:** Completed in 3 weeks **[View Live Site →]** (if it's actually live)

3. **Honest Context** (optional but powerful)

- Add a personal note:
- "This was a pro-bono project to help [business type] get online and for me to build my portfolio. I'm now taking on paying clients at fair rates while I establish my business."
- Or: "I built this to demonstrate my skills and help a local business. I'm now available for paid projects."

4. **Personal Projects Section** (if you have them)

- Show additional work:
- "Personal Projects & Experiments"
- Code samples on GitHub
- Practice sites you built
- "Built this [type of site] to practice [skill]"
- Shows initiative and continuous learning

5. **Call to Action**

- "Want me to build something like this for you?"
- [Schedule Consultation →]

- [Schedule Consultation →]

Psychology: One detailed case study > fake portfolio. Honesty about it being pro bono shows integrity.

SECTION 8: YOUR SKILLS & EXPERTISE

Purpose: Prove technical competence without client testimonials

Components:

1. **Headline**

- "Technical Skills & Tools"
- Or: "What I Bring to Your Project"

2. **Skills Grid** (organized by category) **Front-End Development**

- HTML5 (semantic, accessible markup)
- CSS3 (responsive design, animations)
- JavaScript (interactive features, form validation)
- Mobile-first responsive design
- Cross-browser compatibility

Back-End Development

- Node.js (server-side applications)
- PHP (dynamic websites)
- PostgreSQL (database management)
- RESTful API integration

Performance & SEO

- Page speed optimization
- Image compression & lazy loading
- On-page SEO best practices
- Google Analytics setup
- Google Search Console integration

Design & UX

- User experience principles
- Modern web design trends
- Color theory and typography
- Wireframing and prototyping

Additional Skills

- Hebrew & English bilingual websites
- WhatsApp Business integration
- Contact form development
- Version control (Git/GitHub)
- Website security best practices

3. **Learning & Growth**

- Show you're continuously improving:

- "Currently Learning:"
- Advanced React.js
- E-commerce platforms (WooCommerce/Shopify)
- Advanced SEO techniques
- Copywriting for conversions

4. **Certifications/Training** (if any)

- List any courses, bootcamps, certifications
- Even free online courses count
- Shows commitment to professional development

Psychology: Detailed technical skills compensate for lack of client history. Shows competence.

SECTION 9: PRICING & PACKAGES (TRANSPARENCY WINS)

Purpose: Stand out with honest, clear pricing

Components:

1. **Headline**

- "Simple, Honest Pricing"
- Or: "What It Actually Costs"

2. **Pricing Philosophy Statement**

- "I believe in transparent pricing. No hidden fees, no surprise costs. Here's what you can expect:"

3. **Pricing Table** (3 tiers) **STARTER** ₪8,000 Perfect for: Single professionals, consultants, freelancers Includes:

- 4-5 page website
- Mobile responsive design
- Contact form
- Basic SEO setup
- 60 days support
- Google Business Profile setup

Timeline: 3 weeks [Get Started →]

PROFESSIONAL ₪12,000 Perfect for: Small businesses, service providers Everything in Starter, plus:

- 6-8 pages
- Photo gallery
- Blog/news section
- Enhanced SEO
- Email newsletter setup
- Social media integration
- Content management training

Timeline: 4 weeks [Get Started →] ← MOST POPULAR badge

BUSINESS ₪15,000 Perfect for: Restaurants, retailers, growing businesses Everything in Professional, plus:

- 8-12 pages
- Online booking system OR
- E-commerce functionality (up to 20 products)
- Advanced contact forms
- Google Maps integration
- WhatsApp Business integration

- WhatsApp Business integration

- Priority support

Timeline: 4-5 weeks [Get Started →]

4. **Add-Ons** (À la carte options)

- Professional copywriting: +₺1,500
- Logo design: +₺2,000
- E-commerce (20+ products): +₺3,000
- Monthly maintenance: ₺600/month
- Additional pages: ₺400/page
- Custom functionality: Quote based on needs

5. **Payment Terms**

- **Simple and fair:**
- 50% deposit to start work
- 50% upon completion and launch
- Payment via bank transfer or Bit
- Optional: 3-payment plan for packages ₺12,000+ (no interest)

6. **What's NOT Included** (set expectations)

- Domain registration (₺50-100/year - you purchase)
- Hosting (₺30-80/month - I'll help you set up)
- Stock photos (if needed - ₺200-500)
- Professional photography (I can recommend photographers)

7. **Compare to Alternatives**

- Help them see the value:

Your Options:

- Wix/Squarespace DIY: "Free" but looks template-y, takes weeks to build yourself, monthly fees add up
- Fiverr cheap developer: ₺2,000-₺4,000 but often poor quality, communication issues, no support
- Established agency: ₺25,000-₺50,000 for similar work, longer timelines
- **Me:** ₺8,000-₺15,000, custom quality, personal service, fair pricing

Psychology: Radical pricing transparency builds massive trust. You're competing on value, not hiding costs.

SECTION 10: FAQ (ADDRESS EVERY OBJECTION)

Purpose: Remove all barriers to scheduling a call

Components:

1. **Headline**

- "Common Questions"

2. **Questions Specific to Being New** (address the elephant in the room) **"You're just starting out - why should I trust you?"** "Fair question! Here's my honest answer: I have the technical skills (HTML, CSS, JavaScript, Node.js, PHP, PostgreSQL) but I'm new to freelancing. That means three things for you: (1) Better pricing than established developers, (2) More dedicated attention since you're crucial to building my reputation, and (3) I'll work harder to exceed your expectations. Plus, I offer 60 days of free support (vs the standard 30) and a satisfaction guarantee. If you're not happy, I'll make it right." **"What if something goes wrong after launch?"** "I provide 60 days of free support for any bugs or technical issues. After that, I offer affordable monthly maintenance (€600/month) or pay-as-you-go support. I'm not going anywhere—I'm building a long-term business in [your city], and your success helps me grow." **"How do I know you can handle my project?"** "I'll be completely honest during our consultation about whether I'm the right fit for your needs. If your project requires experience I don't have, I'll tell you. I won't take on work I can't deliver well. For most small business websites, I have the skills—I just need to build my client list." **"Do you have references?"** "I'm building my client base, so I don't have many references yet. What I can offer: (1) See my detailed work on [your one project], (2) Check my GitHub for code samples, (3) Talk to me directly to assess my knowledge and professionalism, (4) Start with a smaller project to test working together. I'm confident in my abilities and committed to your satisfaction."
3. **Standard Questions** **"How long does it take?"** "Most projects take 3-4 weeks from our first meeting to launch. I send progress updates twice per week so you're never in the dark. Rush projects (2 weeks) are possible for an additional 20% fee." **"Can I update the website myself?"** "Yes! I'll train you on managing content—updating text, adding photos, creating blog posts. For design changes or technical updates, I'm available to help at €200/hour or through a monthly maintenance plan." **"What if I don't like the design?"** "You'll see design mockups before I start coding. We'll revise until you're happy—that's included in the price. I want you to love your website." **"Will it work on mobile phones?"** "Absolutely! I design mobile-first, meaning I start with the phone experience first, then expand to tablets and desktops. Your site will look great on any device." **"What about SEO?"** "I include basic on-page SEO in every project: proper page titles, meta descriptions, fast loading speed, mobile optimization, and Google Business Profile setup. For ongoing SEO (content creation, link building), I offer monthly packages starting at €1,000/month." **"Do you offer hosting?"** "I don't provide hosting directly, but I'll help you set up with a reliable provider (around €30-80/month). I can manage the technical setup for you as part of the project." **"What if I need changes after launch?"** "Minor content updates during the 60-day support period are free. After that, I charge €200/hour for ad-hoc changes, or you can sign up for monthly maintenance (€600/month) which includes small updates." **"Can you write the content for my website?"** "I can help structure your content and give you a template to fill in, or I can write professional copy for an additional €1,500. Most clients provide their own content with my guidance." **"What makes you different from Wix or Squarespace?"** "DIY platforms are great if you have time and design skills. With me, you get: (1) Custom design that doesn't look like a template, (2) Better performance and SEO, (3) No monthly platform fees (just hosting), (4) Someone to call when you need help. You own everything."

Someone to call when you need help. You own everything.

4. Still Have Questions Box

- "Don't see your question here?"
- "Let's talk! Schedule a free 15-minute consultation and I'll answer everything."
- [Schedule Call →]

Psychology: Addressing "newbie concerns" head-on shows confidence and honesty. Removes fear.

SECTION 11: TESTIMONIAL ALTERNATIVE (SOCIAL PROOF WITHOUT CLIENTS)

Purpose: Build credibility through other means

Components:

1. **Headline**

- "What People Say" (be creative here)

2. **Alternative Social Proof Options: Option A: Free Project "Testimonial"** If your free client is happy, get a quote:

"I needed a website but couldn't afford agency prices. [Your Name] built exactly what I needed — professional, fast, and mobile-friendly. I'm really happy with the result."

— [Client Name], [Business Name]

Note: "This was a pro-bono project to help [business] get online." **Option B: Peer Endorsements**

Quotes from other developers, mentors, instructors:

"[Your Name] consistently produces clean, well-structured code and has a strong grasp of modern web development practices."

— [Mentor Name], Senior Developer

Option C: Personal Character References From previous employers or professional contacts:

"I worked with [Your Name] at [Company]. They're reliable, detail-oriented, and always deliver quality work on time."


— [Name], [Title] at [Company]

Option D: Skills-Based Proof Instead of client testimonials, show:

- GitHub profile with clean code
- Contributions to open source
- Technical blog posts you've written
- Online course certifications
- Code challenge completions (HackerRank, LeetCode)

3. **"Early Client Discount" Callout**

- Turn lack of testimonials into an opportunity:

 **Building My Portfolio** "I'm offering discounted rates for my first 10 clients in exchange for honest feedback and permission to use your project as a case study. You get premium work at startup prices, I get portfolio pieces and testimonials. Win-win." Limited spots: 7 remaining [Claim Your Spot →]

Psychology: Honesty about building your portfolio is endearing, not weak. Discounted rates are an incentive.

SECTION 12: ABOUT ME (BUILD PERSONAL CONNECTION)

Purpose: Let them get to know the real you

Components:

1. **Headline**

- "About Me" or "Who Am I?"

2. **Professional Photo**

- Good quality photo of you
- Smiling, approachable
- At your workspace or casual professional setting
- NOT a selfie, invest ₪200-300 for professional headshots

3. **Your Story** (3-4 paragraphs, authentic voice) **Paragraph 1: Who you are** "Hi, I'm [Your Name], a web developer based in [Your City], Israel. I help small businesses get professional websites at prices that actually make sense." **Paragraph 2: Your background** "I've been passionate about technology and problem-solving since [relevant background]. I've trained extensively in web development—HTML, CSS, JavaScript, Node.js, PHP, and PostgreSQL—and I'm constantly learning new skills. [Mention any relevant education, bootcamps, or self-study]." **Paragraph 3: Why you do this** "I decided to start freelancing because I want to help Israeli small businesses succeed online. I've seen too many small business owners struggle with expensive agencies or waste time on DIY platforms. I believe every business deserves a professional web presence, regardless of budget." **Paragraph 4: Your commitment** "I'm building a reputation one happy client at a time. That means your success is crucial to me. I'll work harder, respond faster, and care more about your results than any established agency. When you work with me, you're not just another project number—you're a partner in building my business."







4. **Personal Touch** (optional but powerful)

- Add personality:
- Hobbies/interests (briefly)
- Why you love [your city]
- What you do when not coding
- Makes you human and relatable

5. **Video Introduction** (highly recommended)

- 60-90 second video of you talking to camera
- Topics to cover:
 - Who you are
 - Why you're passionate about web development
 - What you can do for their business
 - Your commitment to their success
- Can be filmed on smartphone (good lighting, clean background)
- More trust-building than 1000 words

6. Contact Info

-  Email: your-email@domain.com
-  Phone: +972-XX-XXX-XXXX
-  WhatsApp: [number]
-  Location: [Your City], Israel
-  LinkedIn: [profile link]
-  GitHub: [profile link]

Psychology: People hire people they like and trust. Show your authentic self, not a corporate facade.

SECTION 13: FINAL CTA (STRONG CONVERSION ZONE)

Purpose: Make scheduling a call irresistible and risk-free

Components:

1. **Headline**

- "Let's Talk About Your Website"
- Or: "Ready to Get Started? Here's What Happens Next"

2. **The Offer (Make It Irresistible) "Free 15-30 Minute Consultation" What we'll discuss: ✓**

Your business and what you want to achieve online ✓ Exactly what kind of website you need ✓ Timeline and pricing (transparent, no surprises) ✓ Examples of sites I can build for you ✓ Answer all your questions honestly **What this is NOT: ✗** A high-pressure sales call **✗** A generic pitch **✗** A waste of your time **My promise:** "I'll give you honest advice even if it means recommending something other than working with me. If I'm not the right fit, I'll tell you. If I can help you, I'll show you exactly how."

3. **Primary CTA**

- **Large Button:** "Schedule Your Free Consultation"
- **Calendly Integration:** Click opens calendar overlay
- Shows your available times
- They book directly

4. **What to Expect After Booking**

- Set clear expectations:

"After you schedule:"

1. You'll get an email confirmation with our meeting time
2. I'll send you a short questionnaire (5 minutes to fill out)
3. We'll have our call at the scheduled time
4. Within 24 hours, you'll get a custom proposal
5. If you're happy, we start building!

5. **Risk Reversal** (crucial for beginners)

- Remove all fear:

"Why This Is Risk-Free For You:" ✓ **No obligation to hire me** after the consultation ✓

Satisfaction guarantee - I'll revise until you're happy ✓ **Fixed pricing** - no surprise costs ✓ **60**

days free support - I don't disappear after launch ✓ **Honest communication** - I'll tell you if I can't do something ******"You only pay after you