

INU ETC

# FREELANCING FOR BEGINNERS

THE ULTIMATE GUIDE  
TO FREELANCING



## Introduction

A lot of you guys often ask me how one can learn to freelance, **start freelancing** or **make money** doing **freelance jobs**.

**Here's a typical conversation between a random aspiring freelancer and me.**

: Hey Inu, I wanna start freelancing!

: Say something about your skills, please?

: I wanna start freelancing, I wanna learn freelancing.

: Do you have any skills?

: Nope, I wanna learn freelancing, SEO, web development, copywriting, coding, and a lot of things.

: Man, shut the f\*ck up! You just need to learn a skill, master it, and learn some sales and **marketing** skills, then sell your service and make money.

**That's it. This is what we call freelancing.**

In this **ultimate guide to freelancing**, I'll share everything about freelancing, what freelancing is, how to **start freelancing**, how to **learn skills**, how to **get clients**, how to get **freelance jobs**, and how much you should charge as a freelancer, and more.

This ultimate guide to freelancing is easy to understand for **beginner freelancers**, and it's full of **actionable freelancing tips**.

Whether you're a beginner freelancer or a professional freelancer, this freelancing guide will definitely **boost your freelancing career** and add value to your life.

Let's dive right in.

## **What is freelancing? – A brief introduction to freelancing**

Freelancing is a full-time **job that you do on your own time**, without the support of a company.

In this case, you're not paid by an employer but instead, **receive money for your work** from **various clients** and customers.

A freelancer can be **anyone who works autonomously and independently** – including **entrepreneurs, consultants, independent artists**, and **writers**, who want to make a living from their art.

Freelancing is a type of work in which an individual is **hired** by another person or company to perform a task that the employer would otherwise do itself.

While there are many different types of freelancers, they can be broadly categorized into two groups: **contract and independent contractors**.

**Contract Freelancers** are usually employed by firms that provide them with an **hourly wage**. They're paid on a commission or **project basis** (the latter being more common). This means that you're only paid when the project is completed.

**Independent Contractors** on the other hand are **self-employed workers** who rely on their own efforts to earn income for themselves through projects set up by clients/employers.

Freelancing can be a **good way to make money** if your **skills are in demand**, as well as being flexible enough to **work from home** when needed.

The **freedom of freelancing** is great, but you must be careful about how much time you spend on each project. If you're working for yourself, then it's up to you to **set your own hours** and decide when the workday ends.

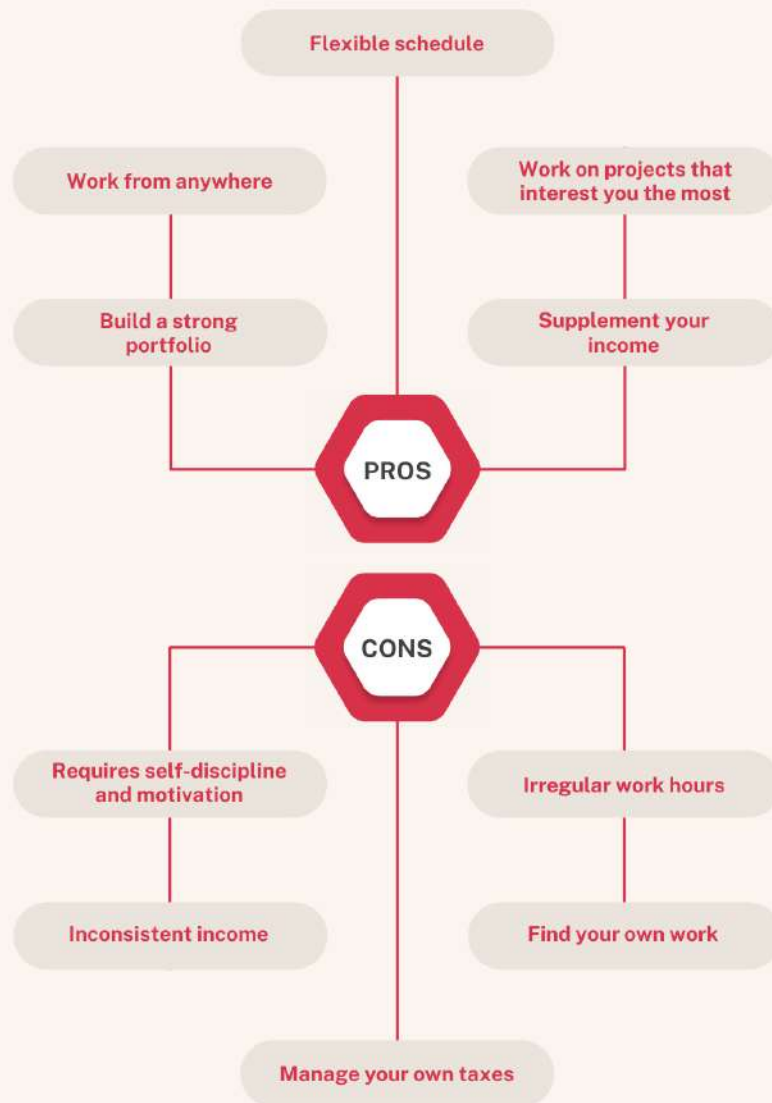
Freelancing can also be a great way to **learn new skills**.

If you're just starting out, freelancing can be the perfect opportunity for you to **learn how things work in the industry**, as well as get your foot in the door.

If you're already working for yourself but want more **responsibility** and autonomy, freelancing is also an excellent option because of its flexibility.

As a freelancer, you can make the most of your skills and experiences. You may already have a solid set of skills that allows you to **live your dream job**, but if not, freelancing can be a great way to **build up those skills** and finally **get what you want out of life**.

# The Pros And Cons Of Freelancing



## Benefits of freelancing

Freelancing is a good career choice.

**Freelancing has some unique benefits over other career paths, including:**

- **Flexible schedule.** If you want to work from home and **be your own boss**, it's possible to freelance. You can set your own hours, get paid for the time spent on each project, and set your own rates.
- **Freelancing allows you to be your own boss.** When you're an entrepreneur who creates their own hours and does whatever they want with their life, there are no bosses breathing down your neck – or at least not for long!
- **Freelancers are in high demand** right now because there is a growing need for their kind of work. Also, there are many opportunities to **work remotely** or reduce your commute.
- **You can make money while traveling**, working from home, or getting out of town as often as you'd like—and do it all with flexible hours! You can become a [digital nomad](#) and travel the world while earning a living.
- **Freelancers can start their own businesses** without having employees or working from an office space. This means they're able to work from wherever they choose!

There are **other benefits of freelancing** too. Some of these benefits include:

1. You can **work from anywhere** in the world when you freelance.
2. You can choose to work on projects that **interest** you the most.
3. Freelancing can help you **build a strong portfolio**.
4. Freelancing can be a great way to **supplement your income**.

5. You can use freelancing to **transition** into a new career.

## Cons of freelancing

**There are a few potential drawbacks to freelancing** that should be considered before taking the plunge into self-employment.

**Firstly**, as a freelancer, **you are responsible for finding your own work**, which can be a challenge if you don't have a strong network or aren't good at marketing and self-promotion.

**Secondly**, you may have to **sacrifice some stability** and security, as freelance work can be unpredictable and you may not always have a steady stream of income.

**Finally**, you will likely have to manage your own **taxes and finances**, which can be daunting for those who are not used to handling such things.

**In addition**, you don't receive health insurance or any other benefits.

**Here is the summary of the cons of freelancing and a few more cons and issues of freelancing:**

1. Irregular work hours.
2. Inconsistent income.
3. No paid vacation or sick days.
4. Requires self-discipline and motivation.
5. May require working long hours to meet deadlines.

## How to become a freelancer

There are many different **ways to become a freelancer**.

There is no one-size-fits-all answer to this question, as the **best way to become a freelancer** may vary depending on your **individual skill set and experience**.

However, some tips on how to become a freelancer may include **building a strong online portfolio, networking with other freelancers**, searching for online job boards, and **bidding on online projects on freelance sites** such as [Fiverr](#), Upwork, Freelancer, Guru.com, [99designs](#), PeoplePerHour, etc.

**Here are a few more things that will help you start your journey as a freelancer:**

### **1. Figure out what services you can offer**

The first step is to **figure out** what **services** you can offer that clients will be willing to pay for.

This will require some research on your part to **figure out what skills and experience you have** that others may need.

### **2. Create a portfolio**

Once you know what services you can offer, you need to **create a portfolio** that you can show to **potential clients**.

This portfolio should **showcase your skills** and highlight some of your **previous work**.

### **3. Get your name out there**

The next step is to **start promoting yourself** so that potential clients can find you.

There are a number of ways to do this, including **creating a website or blog**, using **social media** such as Facebook groups, LinkedIn, Twitter,



and Instagram, creating accounts on **freelance marketplaces** such as [Fiverr](#), and [Upwork](#), and attending **networking events**.

*In case you have no idea how to build a website, I can help you get one built for you. Please don't hesitate to [contact me](#).*

#### 4. Set your rates

When you're first starting out, it's important to **set your rates carefully**. Make sure you know what the **going rate** is for your services and then **price yourself accordingly**.

This freelancing guide has **more tips** to help you get started as a freelancer. **Check out the other sections** especially “**How to get started as a freelancer**”, “**How much should I charge as a freelancer?**” and “**How to find clients and freelance jobs**” sections of this ultimate guide to freelancing to **learn more about freelancing**.

### How to learn and master a skill to start freelancing?

Learning and **mastering a skill** can be a difficult and **time-consuming process**, but it is **necessary** if you want to **start freelancing**.

There are **many ways to learn and master a skill**, but some methods may be more effective than others. The most important thing is to find a **method that works for you** and stick with it.

One way to learn and master a skill is to take **online courses** or classes. There are many websites that offer courses on a variety of topics, so you can find one that covers the skill you want to learn.

Taking an online course can be a great way to **learn at your own pace** and in your own time.

**Another way** to learn and master a skill is to **read** books, blog posts, or articles on the topic. You can also watch YouTube videos.

I always learn new skills using this method and as long as you know how to **educate yourself on your own**, you can follow this method as well.

This can be a great way to **learn the basics** of skills and to get more information on **advanced topics**.

Reading can also be a great way to **learn new techniques** or to find out about new tools that can help you with your work.

**Another great way** to learn and master a skill is to **practice**. This can be done by finding someone who is already skilled in the area you want to learn and asking them to help you practice.

As soon as you understand the basics, you can **start practicing on your own**.

## **How to get started as a freelancer**

Before you can start freelancing, there are some things that need to be done.

The first step is **finding a niche** for yourself. This will help set the tone of your work and give clients something to expect from you.

**Establish a website** with relevant information about who you are and what services you can offer.

**For example:**

You can check out my personal website – [InuEtc.com](http://InuEtc.com), and my [Work With Me](#) page.

You should also **include contact details** on your website so people can get in touch with you if they have **questions** or want more information on whatever it is that interests them most!

If you wanna become a freelance writer, a blog is a must-have. You can use your blog as a writing portfolio to showcase your writing skills. Also, you can write on Medium and you can do guest blogging on other blogs in your niche.

*I also accept guest posts on my blog. You can follow the [guest post guidelines](#) and submit your article.*

**Find clients who fit into this niche.** If possible, use online tools like freelancers' directories or social media sites like LinkedIn to find potential clients – this will save time when contacting them later because they're **already interested** in working with someone in your line of work!

**Take notes from other successful freelancers** as well as mentors who've been through **similar situations** before – both will help guide you through those early days learning **how everything works** together properly.

## **How to find clients and freelance jobs**

**Talk to your network.** If you are struggling to find work, consider reaching out to people in your network.

Ask them if they know of any opportunities or whether they'd be willing to help you with a **referral**.

If you're not sure how to start, **don't worry** – there's **plenty of information in this freelancing guide** that will help you get started!

Also, you can contact me or you can ask other freelancers in your field for advice.

**Here are some tips that will help you find clients and freelance jobs online.**

The Fiverr logo, featuring the word "fiverr" in a bold, lowercase, sans-serif font. The letter "i" is replaced by a green dot.

**Fiverr has 3.42 million active buyers**

**from more than 160 countries.**

**Buyers on Fiverr spent an average of \$205**

### **1. Use freelancing sites to find freelance jobs.**

You can use **freelancing sites** to find jobs. These sites allow you to search for **relevant jobs** and can help you **connect with potential clients**. There are a lot of freelancing sites available, but I recommend [Fiverr](#) and [Upwork](#) for finding freelance jobs.

The **biggest advantage** of using **freelancing platforms** like **Fiverr**, **Upwork**, or **Freelancer** is their **large user base**. [Fiverr](#) has **3.42 million active buyers**.

These freelance marketplaces provide you with **potential clients all the time**. The only thing you have to do is to **stay active** and **rank** on these competitive freelance marketplaces. You will get regular clients once you **establish yourself** on these freelance sites.

Fiverr is a great place to **make money as a freelancer**. Based on **my experience** as a Fiverr freelancer, here are **some tips** to help you succeed on Fiverr:

*“Getting successful on [Fiverr](#) takes time, but you can do it if you’re skilled enough and if you optimize your profile properly. It takes just a little bit of [SEO](#) and [engaging images](#) to make a Fiverr Gig stand out. Create all 7 gigs, stay active and keep applying to buyer requests.” – [Inu Etc](#)*

*Read more: [How to Create a Successful Fiverr Gig](#)*

Also, you should regularly **send cold emails to potential clients** and look for potential clients online.

## **2. Ask friends and family for referrals**

Ask friends and family for referrals. If your friends have experience working as a freelancer, they may be willing to **refer you** when they’re looking for employees or contractors themselves.

They also might know of other **companies who hire people like yourself**.

You can also **reach out to your network** of contacts and see if they have any recommendations for you.

## **3. Use social media to find freelance jobs.**

Go to social media sites like Twitter, Facebook, Instagram, and LinkedIn to **post your work** and keep tabs on **what other people are doing in your field**.

There is no better place to find freelance clients than Facebook groups. Clients always **look for good freelancers** on Facebook and LinkedIn, and Facebook has groups for every skill type.

So stay active on social media and try to **engage with potential clients**.

#### 4. Ask existing clients for referrals

**The simplest way to get new business is from your existing clients.**

If you have a good relationship with your clients and you provide them with **good service**, they will be happy to refer you to their friends and business associates.

Make it easy for them by providing them with **discount** coupons or referral cards that they can hand out, and **be sure to thank them when you get a new client from their referral**.

#### 5. Find a mentor

Find a mentor or **coach** who works in the industry that interests you most, then **ask them how they got started** doing what they do today – and why their business model works so well!

You may **learn something valuable** from this conversation that will help **guide future decisions** when it comes time to choose between different types of work options available today – and tomorrow too.

#### **#. Bonus tips to find more clients and increase your chances of success as a freelancer**

As a freelancer, you are responsible for **finding** your own work and **executing it to the best of your ability**. This can be a daunting task, especially if you're just starting out, but there are a few things you can do to increase your chances of success.

**First**, make sure you have a strong online presence. Having a **well-designed website** and **active social media accounts** will help you attract potential clients.

Additionally, **make sure your portfolio is up-to-date** and includes your **best work**.

**Next**, reach out to your **network** of contacts and let them know you're looking for **freelance work**.

**Attend industry events** and meetups, and **introduce yourself** to as many people as possible. The more people you know, the more likely you are to **hear about potential opportunities**.

**Finally**, don't be afraid to **market yourself**. Let potential clients know what you're good at and **why they should hire you**. Be confident in your abilities and be prepared to **negotiate rates**.

**Remember, you're in control of your own career, so make it happen!**

## **How to Become a Successful Freelancer**

If you want to become a successful freelancer, there are a few things that you need to do.

**First and foremost, you need a strong portfolio.**

This will show potential clients that your work is of high quality and helps them see what kind of projects they could hire you for.

**Secondly**, it's important that when **communicating** with clients over email or phone calls (or even in person) they feel **comfortable** talking with someone who knows what they're doing!

**Thirdly:** Managing **time** effectively is essential if success as a freelancer is going to happen on any level whatsoever!

You'll have more control over your **schedule** with this type of arrangement than ever before because **nobody else will tell you** when exactly certain tasks should get done.

You are **solely responsible** for how much effort you put into each **task** in order to keep your focus and be on time within **tight deadlines**.

**Fourthly:** You need to have a **strong work ethic** so that people **can trust you when they hire you**.

This is especially **important** if you're going to be working as a freelancer in fields such as accounting or law, where there are lots of rules and regulations that have to be followed very closely!

Keeping track of everything from expenses to receipts and making sure each client knows exactly what's going on with their account at all times; is a **necessary skill** that will help you succeed in your career as a freelancer.

**Fifthly:** It's also very important to have **good communication skills** so that you can work well with other people who are often going to be your **clients** or customers.

You need to be able to **be clear and concise** when speaking with them over the phone or via email so as not to confuse anyone by mixing up details.

As a freelancer, you will have to **learn how to manage your time** and stay organized. This can be done by using tools like TopTracker, Trello, Slack, Todoist, etc.



These apps allow you to **organize tasks**, projects, and lists in an easy-to-understand format that helps **keep everything organized** so that it's easy for you to **get things done faster**.

*Read more: [The Best Resources You Need to Make Your Online Entrepreneurial Journey Easier!](#)*

If there are certain things that need to be done more often than others (such as writing blog posts), it's important that they are prioritized first so they **get done** first whenever possible!

This way there will always be **something on the list at all times** – even if it was just scribbled down on paper yesterday!

## **Should I freelance?**

There is no one answer to this question, as **it depends on your individual skills and goals**.

However, if you are hoping to **start your own business** or become your own boss, freelancing may be a good option for you.

Additionally, if you have **specific skills or talents** that you want to share with others, freelancing may be a good way to do so.

I already wrote about **the pros and cons of freelancing**. In case you are confused now, you can read that section again.

*Read more: [How To Become a Digital Nomad and Travel The World](#)*



Set up a dedicated workspace in your home. Photo by Vlada Karpovich from Pexels

## What should I do when I begin freelancing?

There are a few key things you should do when you start freelancing:

1. Set up a **dedicated workspace** in your home, so you can focus and be productive.
2. Get organized and **develop a system** for tracking your projects, deadlines, and invoices.
3. Join relevant **online communities** and forums, so you can **network with other freelancers** and learn from their experiences.
4. Stay up to date on **industry news and trends**, so you can be a valuable resource for your clients.
5. Invest in your **professional development**, so you can continue to **grow your skills and expertise**.

Create a **portfolio website** or social media accounts as well as freelance listings on sites like [Fiverr](#), Upwork, Freelancer, Guru.com, [99designs](#), PeoplePerHour, etc.

The purpose of your portfolio is to show potential clients what kind of work you've done in the past. **This way they know exactly what kind of projects you specialize in before meeting with them face-to-face!**

Also, start building **relationships with other freelancers** who may have similar skill sets as yours. This will help **open new doors** when looking for **new clients** later down the line!

## **How much should I charge as a freelancer?**

One of the most important things to do when charging for your services is to **know what you're worth**.

If a client is willing to pay \$1,000 for an hour's work, then charge them \$1,000 for an hour's work.

If they're not prepared to pay that much money but still want their project done quickly and efficiently, then don't worry too much about it – just make sure that whatever amount of money you charge reflects **how much experience and expertise goes into each project** so that clients will be able to tell how much **time and effort** was put into it.

There's also another reason why it can help us when we **charge more than our competitors**: It shows potential clients that **we really care about our craft** – that no matter how many other freelancers have tried before us or how many times someone else made similar mistakes in their projects before ours did (which sometimes happens), **they won't find any better quality elsewhere!**

**My advice** to you is to **start small**, but **don't be afraid to aim high**. You can always **increase your rates later**.

## **Executing the work**

With your client, you'll be working on a project for a set amount of time.

In order to make this happen, **it's important that you're organized** and keep track of time. You can use **Google Calendar** or another calendar tool like Trello or Asana to manage your projects so that they don't get off track.

After your client and you have agreed on a price and timeline, it's time to **negotiate payment terms** so that you can get started on the project without worrying about what will happen at the end.

It is possible to show your client that **you are serious** about the project by requesting a deposit, which will cover any **upfront costs**.

You can also request **milestone payments**, which can be tied to specific deadlines or **deliverables**.

In order to avoid confusion later on, **get everything in writing** once you have agreed on payment terms.

## **You can make a living freelancing**

Freelancing is a **viable** career option.

You can **make a living freelancing** and be your own boss, which means you no longer need to rely on someone else or an employer.

Freelancers have flexibility and control over their work life, which allows them to **take risks and develop new skills** without worrying about losing their current job or finding another one if the business goes under.

Freelancers also **earn higher salaries** than other workers because there's less overhead involved in running a **freelance business** compared to running a company full-time.

### **For example:**

If you're working 40 hours per week as an independent consultant for \$50/hour, then this cost would include things like office space rent, phone bills, supplies like pens & paper, computer software licenses, etc.

## **Final Thoughts**

**It was my goal to cover everything you need to know about freelancing in this complete guide to freelancing!**

I hope that this guide has given you all the tools and information you need to **start your own freelance business**.

**It's important to remember** that the first step is to **figure out** what **services** you can offer that clients will be willing to pay for.

All in all, freelancing can be a lucrative and fulfilling career. It's an opportunity to **do what you love** without having to answer anyone else. You can **choose how much time you want to spend working on projects** and make sure they meet the needs of your clients by managing their expectations.

## **Now it's your turn!**

I'm impressed. You've just read the ultimate guide to freelancing!

I hope you get some actionable and useful tips on how to get started as a freelancer after reading this **detailed guide** on freelancing!

Now I'd like to hear from you:

**Are you ready to start your freelancing journey?**

Let me know in the comment section below right now.

You can also **tell me about your skills and share any tips** you have for other freelancers.

Also, **share this post** with your friends, aspiring freelancers, beginner freelancers, and young hustlers who want to learn more about freelancing, start freelancing and [make money online](#).

If you have any questions or if you wanna [work with me](#) in any way, feel free to [contact me](#). I'm always available to help you.

Keep hustling.

## Who Is Inu Etc?

I'm **Inu Etc**, the founder of [Zillion Media](#) & [Inuidea](#), a school dropout entrepreneur, **blogger**, web developer, creator, consultant, marketer, traveler, and a hustler like you.

[I make websites](#) too. If you need a **website, blog, an e-commerce store**, or if you wanna collaborate with me in any way, feel free to contact me. I document my journey on my [YouTube channel](#) (Hindi), and on my Hindi language podcast — [The Inu Etc Show](#).

My aim is to make every teenager a **side hustler**. I help young hustlers build their own [online businesses](#) and always try to help people through social media and Inuidea.

## **The Beginning!**

In 2015, I started some free blogs to learn blogging, SEO, and digital marketing.

I was very passionate about travel and music. I always wanted to be a full-time traveler, that's why I Googled "how to travel the world" and that's how I got to know about the term '[digital nomad](#)'. It was 2015 and then I started reading about digital nomad life on Nomadic Matt's blog.

I read ShoutMeLoud, Neil Patel Blog, Smart Passive Income by Pat Flynn, and lots of other valuable blogs to learn more about blogging, online business, and entrepreneurship.

## **School Dropout Story**

I have been a book lover since childhood and I read a lot of books but I don't like the education system.

I think schooling is not important to get success but study, experience, and skills are necessary. Education is important but you don't need to compare education with grades and degrees.

In 2017 I decided to drop out of school. I was studying in 10th standard back then. It was a tough decision, a hard time, and it was really tough to convince my parents. But finally, after 10th I dropped out of school and I started working to achieve my goals.

I love self-education and now I educate myself without depending on formal education.

Although I am a dropout, I don't recommend you to drop out until you have a proper plan/dream/goal. It is also important for you to be able to educate yourself on your own. Unless you know how to use Google and self-educate yourself, you won't be able to do anything once you drop out of school. So, to take the risk, you should first educate yourself and then decide whether you can afford it or not.

## **Contact Inu Etc**

If you have any questions, if you wanna [work with me](#) or if you want to ask help from me, feel free to [contact me](#).

I like to help young hustlers like you!

Start hustling today!



Q. -