

My path to the freelance

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Hands up game

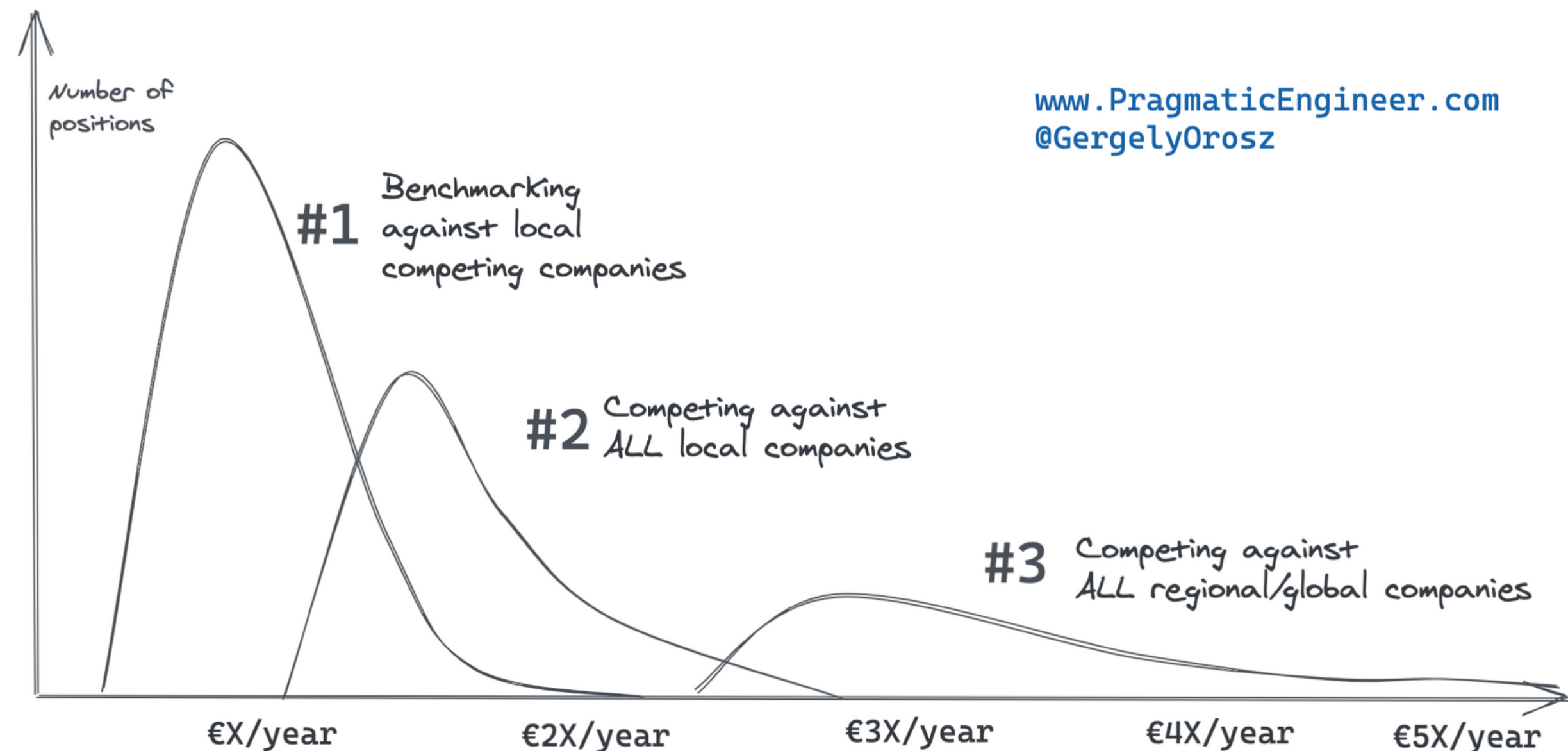
Agenda

- My motivation to start a freelance
- Notices, frustration and watch outs
- Is it the dead end?

Salaries distribution

“The Trimodal Nature of Software Engineering Salaries in the Netherlands and Europe” by Gergely Orosz

The "Trimodal" nature of Software Engineering Salaries
Why a comparable position can (and does) pay very different



Working remote

IND - Cross border worker

Things are different when you are
started

Things that differ

Must

- Pay for your vacation and sick days
- Pay BTW to the tax office every quarter
- Legal liability insurance
- Report company purchases, expenses and assets

Things that differ

Nice to have

- Separate bank account
- Have insurance in case of disability
- Save yourself for the pension
- Outsource accounting - help with submission of income tax at the end of the year
- Pay income tax upfront

Things that differ

Possible frustration

- Your contact details are public
- Coming late bills for the work done
- Shorter contract periods
- Dealing with requiters

Not obvious findings

- Time management is important
- Imposter syndrome can kick you even harder
- Deal with perfectionism
- Greediness - billing clients as much as possible
- Networking!

Is freelance a dead end?

The future after

- “Golden cage”
- Dropping freelance and joining a tech enterprise
- Involving in the company or consultancy

Recommend it!

Freelance or not freelance

Thank you!
Any questions?

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