**FAQ**

**Q/A with Dylan Madden**

1. Q: How AI is gonna destroy you or make you rich

A: It’s gonna destroy/replace people that makes tasks efficient

1. Q: How do I increase the price of my service with my client?

A: If you can provide more value, then, you can charge them more by demonstrating that you can/are providing more value (they may not work with you anymore, that’s why you have other clients too)

1. Q: When am I good enough at my skill to start outreach?

A: When you have done basic tasks

1. Q: How should I build my experience before I get a client?

A: Build something for yourself and/or work for free

1. Q: When do I have enough testimonials to start charging?

A: As soon as you have one testimonial, you can start charging

1. Q: What do I do with my testimonials?

A: Pin the tweets of testimonials on your twitter

1. Q: How do I price my offer?

A: See what other people are offering, don’t overprice

1. Q: How do I track the sales that are made by me on a performance-based payment plan?

A: Have an affiliate link generated by them

1. Q: What does warming up an E-mail mean?

A: Warming up an email refers to the process of gradually increasing the volume and frequency of emails sent from a new email address or domain to establish a positive reputation with email service providers. This is important to avoid being marked as spam and ensure that emails are delivered to the intended recipients' inbox.

1. Q: Should I use a photo of myself or a logo for my social media profile?

A: It could be your photo but using picture combined with the logo and using that as a personal brand could be potentially good for your business

1. Q: Is Dubai actually worth it?

A: It is worth it if you are making good money and can spend e.g. 10000$ a month. Lifestyle there is good, and you get to meet rich people

1. Q: What’s the difference between a niche and sub niche?

A: **Niche** is overall topic as a whole, while **sub niche** is specific field e.g. calisthenics (*sub* *niche*) in fitness (*niche*)

1. Q: What is **freelancing**?

A: Offering a skill in exchange of money. You have an advantage of earning from anywhere in the world and doing it at your own time. Also, you are working less

1. Q: What is the difference between freelancing and copywriting?

A: **Copywriting** is using your words to influence and sell products and services. **Freelancing** is the overall business of selling said skills to clients e.g. selling the skill of copywriting or graphic designing

1. Q: What is a **skill**?

A: **Skill** is what you are going to be offering to client in exchange for money (foundation of everything in freelancing)

1. Q: How to pick your skill?

A: Pick the skill you are naturally good it and can earn you good enough money. You should alongside enjoy it not necessarily enjoy every part but in general

1. Q: How to pick your niche?

A: Find niches you are already consuming and find among them, there can be other than that, but you would comparatively more knowledge on niches you are already consuming (*don’t overthink*)

1. Q: What is **Email Copywriting**?

A: **Email Copywriting** is a form of copywriting but the application is via *email*, **copywriting** is influencing/selling something with your words

1. Q: How to stop being poor?

A: You are doing things to earn money e.g., reaching out to clients, improvising your skills etc

1. Q: Find these 3 things to pick your niche

A: 3 things to pick your niche:

* 1. Somebody who has good following
  2. They have good engagement
  3. They have something to sell

1. Q: Struggling to find a niche you’re interested in

A: Just because you aren’t interested in it doesn’t mean you can’t go in it. You can go in any niche

1. Q: Clients don’t care about your followers and color of your profile pic

A: Nobody cares about your profile pic, they care if their work will get completed, make a thread of your wins on twitter or story on Instagram etc

1. Q: Be specific, not vague

A: Make them think like “you are helping them build something up”, e.g. I can help you get in more money by sending emails about your fitness program out to people

1. Q: 3 questions to ask before sending your DM

A: Questions:

* 1. Does this sound like every other person?
  2. Could I use less words?
  3. Does this show I am clearly the only one to help them in a short amount of time?

1. Q: 3 ways to effectively manage your money

A: Ways:

* 1. Track every dollar you earn (income/money earned)
  2. Track every dollar you spend (expenses)
  3. See how much you have afterwards (profit/money left)
  4. **Bonus Step:** See how you can exponentially increase your income while keeping your expenses same or less

1. Q: When should you start reaching out to clients?

A: When you can deliver what you tell to your clients

1. Q: How much time should you put into TRW?

A: As much as possible

1. Q: How long does it take to see success?

A: Depends on how you are implementing the techniques you learn.

You either need to be 100% in it or nothing because there is nothing like 30% or 60%