Hello? I am very happy to take this opportunity to summarize my experiences and lessons from the past period.

Are you new to freelancing? Even if not, please listen carefully from the perspective of helping me and evaluating it.

First, I will talk about some experience from which I can see that I have learned.

I believe it is crucial for newcomers to freelancing to go through the entire process, from bidding on assignments to managing relationships with client and delivering completed projects.

In my case, when I first started freelancing, I experienced the completion process of one task without discussing whether the budget of the task was high or low. This could be seen as a leap.

But there was one problem. It was that the task was over, so there was no new task. Actually, if I had also been bidding on new tasks while working on the current one, I wouldn't have wasted any time without a task to work on.

Whether you are doing something or not is very important. It is because it is whether or not there is a goal that can be recognized by the present objectivity.

In this way, after completing the first assignment, I suffered from a lack of assignments.

Next, I'll talk about what you might consider a lesson.

I don't know if I'm right or wrong, but I think people's skills are pretty much the same in terms of skills that are generally discussed. The only difference is the ability to derive uniqueness from generality.

For instance, we might come across someone who is perceived as underperforming despite being considered highly capable, or conversely, we might encounter someone who is perceived as highly capable but is not performing up to expectations. Because high performers have the skill of drawing uniqueness out of generality. No matter how good you are in general terms, if you can't be the best, you just end up being general.

Therefore, it is necessary to find uniqueness. Research should be focused on finding uniqueness through creative thinking, rather than trying to increase generalized skills little by little while repeating the same movements like a robot.

What does it mean to look for uniqueness?

It's about creating a lot of things that can capture the attention of the client.

We need to anticipate what customers will perceive as competence and show high-quality results. You must create a high-quality portfolio and present your past results well.

Finally, there is some point that need special emphasis. The point is that English Speaking is compulsory. All conversations related to the project are conducted in English, especially through video call.

Strive to develop the ability to express everything fluently in English.

That is all.

Thank you for listening carefully to my presentation.

Hello! 😊 I'm here to listen and evaluate your experiences and lessons from your freelancing journey. Whether I'm new to freelancing or not, I'll do my best to help you. So, please share your insights!

Firstly, it's crucial for newcomers in freelancing to go through the entire process, including bidding on assignments, managing client relationships, and delivering completed projects. In my case, when I started freelancing, I managed to complete a task without discussing the budget. It felt like a big achievement. However, the problem arose when the task was completed, and I didn't have a new one lined up. If I had also spent time bidding on new tasks while working on the previous one, I wouldn't have faced a period without any work. It's important to always have something to do because having a goal helps maintain objectivity and motivation.

After completing my first assignment, I faced a lack of new assignments, and that's what I learned from that experience.

Now, let's discuss an important lesson. I don't know if I'm right or wrong, but I believe people generally have similar skills. The real difference lies in the ability to find uniqueness within those skills. Some people who are considered low performers can excel, while others who are highly regarded may not perform as expected. This happens because high performers have the skill of extracting uniqueness from their general skill set. No matter how good you are in general, if you can't stand out, you'll be ordinary. Therefore, it's crucial to discover your uniqueness. Focus on creative thinking and finding ways to present your uniqueness to clients rather than simply trying to improve your general skills step by step.

So, what does it mean to find uniqueness? It means creating things that capture the client's attention. You need to anticipate what clients value as competence and deliver high-quality results. Building a strong portfolio and effectively showcasing your past work are essential.

Lastly, I want to emphasize the importance of English proficiency. Fluency in English is a requirement, especially for project-related conversations conducted through video calls. Strive to develop your ability to express yourself fluently in English.

That's all! Thank you for sharing your presentation, and I've been listening attentively. 😊