How I ‘ate’ Clients Money Through Sweet Promises

*“Computer world and lies”*

I was in a habit of assuming things and giving un achieved dates just to make clients happy and get paid.At the end of the day I would win and code a simple blog in two days.

It was end of November 2016 and the day was hot, a reason that could have made me stay indoors,however I was in the office when I received a call from a client,the client wanted an app that could manage all his apartments and ensure that there’s track of records that includes payments(By cheque,Mpesa,Paypal),rents and buying of apartments.In short it was a real estate management system.

This was simple,yes it was simple though I forgot to ask the timeline and when to deliver the project.I asked for the initial payment and the client happily sent it through M-Pesa.Why did it happen that fast? I forgot “*when the deal is too good,think twice*”.

Two days later,I had no idea on how to get started and which language to use.Unfortunately the client called back asking the progress,I lied too this time but I aslo tricked the client to tell me his preferred languag.This time I decided to ask for the timeline,the project was required the next day.I had one day to to everything….this surprised me because i had other projects to submit.

However the next day,the system was ready,but my sleep was not on the list of “todo”.Long story cut short,this was a bad experience but since then I don’t do promises to clients without getting the requirements,timeline and the type of sysem reqired.