

## **Working in the Creative Industries**

Creative Technologies Professionalism (COMP09096)



# PRESENTATION OUTLINE

- ❑ OVERVIEW OF WORKING IN CREATIVE INDUSTRIES
- ❑ WORKING AS A FREELANCER
- ❑ STARTING UP ON YOUR OWN – TYPES OF BUSINESS
- ❑ GETTING STARTED





# CREATIVE INDUSTRIES WORK (1)

- ❑ [Work in the creative industries](#) is mostly project-based and many of the available contracts are short-term
- ❑ There are more people wanting to work in the creative industries than jobs and so there is intense competition within the creative industries for the available work
- ❑ The reputation of the creative worker based on their performance in their last job is an essential feature of their future success



## CREATIVE INDUSTRIES WORK (2)

- ❑ Creative workers must be able to **adapt** to steady change because they will have to take on new roles according to the various projects they find themselves working on
- ❑ Work in the creative industries involves individuals working together intensely and under a lot of pressure
- ❑ Creative workers must be specialists but **flexible** and able to adapt to other people and a variety of situations
- ❑ A high proportion of workers in the creative industries are not employees but are freelancers or self-employed workers



## CREATIVE INDUSTRIES WORK (3)



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# FREELANCE WORK



"You should go freelance like me!"

- ☐ What is Freelance Working like?
  - ☐ Freelance working patterns can include periods of intense activity punctuated by periods of little activity when work is patchy
  - ☐ Freelancers tend not to turn down jobs (do not want someone else to get the business or the client) so they can have too much work on at times
  - ☐ Freelancing can be isolating and lonely especially if you are starting out and have not established a network of clients who can offer enough work to keep you occupied
  - ☐ Freelancers have to remain motivated even when work is thin on the ground and the jobs are not coming in
  - ☐ Freelancers spend a lot of their time looking for work – freelance management consultants reckon to spend over 40% of their time on the lookout for work



# FREELANCE WORK



## Positives

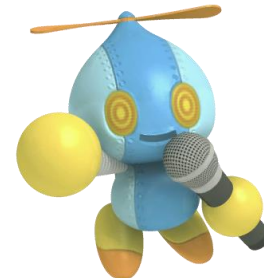
- ☐ You are in charge and you make the decisions
- ☐ Normally you will get more money than employees working on a project with you because (unlike employees) you have no job security and your contract ends when the job is completed
- ☐ You can decide, subject to commercial imperatives, when and where you work
- ☐ By moving around you develop a variety of skills and experience

## Not so Positive

- ☐ No job security – you leave when the contract is complete and no paid holidays
- ☐ Little financial security – you near completion of one contract and start looking for the next one in the expectation that something will turn up
- ☐ You are solely responsible - you have to make and maintain contacts and establish a network to find the work, when you get work you have to do the follow-ups for repeat business, purchase equipment, deal with complaints and fix any problems and do all your own paperwork



# SUCCESSFUL FREELANCING



- ☐ **Quality of Work** – always deliver high quality work. Pitfalls – don't take on too much work, ensure you understand the brief and make sure you have the skills to complete high quality work.
- ☐ **Work to the Brief** – if you are not sure about a particular element of the brief, email your questions and get clarification. Do this early on to avoid misunderstandings.
- ☐ **Keep the client informed** – especially if you are working on a larger project. Keep the client abreast of developments and report regularly to the client.
- ☐ Tell the client about any problems and produce solutions – inform the client about problems and suggest solutions.
- ☐ **Complete work quickly** – if a client needs work completed quickly and you've been able to do this in the past, you're likely to be approached again. Also you may be able to increase your fee.
- ☐ **Price Competitively** – if you are experienced, your work is good quality and you are reliable, then you are providing value for money and you can price accordingly.
- ☐ **Get client feedback** – ask the client for feedback or provide a short survey about client satisfaction. Ask the client for a recommendation or testimonial.



# ADVICE ABOUT FREELANCE WORK

**freelance:uk**  
everything for the creative freelancer

Easy Accountancy **0500 234 111**  
The UK's leading small business accountants

ALL INDUSTRIES DESIGN PHOTOGRAPHY PHOTOJOURNALISM MARKETING PUBLIC RELATIONS JOURNALISM COPYWRITING

**FREELANCERS**  
HOME  
FREELANCE FORUM  
NEWS & EVENTS  
TAX & LEGAL  
STARTING OUT  
RUNNING YOUR BUSINESS  
SALES & MARKETING  
TECHNOLOGY  
SERVICES DIRECTORY  
FREELANCE JOBS  
COMPANIES HIRING FREELANCERS

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**freelance alliance**  
creative freelancer network  
Sell your freelance services. Collaborate with others. Privileged offers.  
Hiring freelancers? Best of UK talent in one click, free to search and hire.  
HOME  
WHAT IS FREELANCE ALLIANCE

**Fast Online Company Formation**  
Start trading through your new company the same working day.

**Easy Accountancy**  
£30/month all-inclusive package for freelancers, including unlimited access to your accountant.

**Freelancer Mortgages**  
Avoid rejection by lenders with an out-of-date bias against freelancers.

**Freelance Alliance**  
Be seen by clients, agencies & team-mates and enjoy privileged offers.

uk.com/same\_day\_company\_formation/index.shtml

**Freelance UK** offer advice on tax, starting out, running your own business. Directory of freelancers and available jobs.

# ADVICE ABOUT FREELANCE WORK



The screenshot shows the homepage of the website 'afreelanceworker'. At the top, there is a header with the site's logo, a search bar containing the text 'search afreelanceworker', and a navigation menu. Below the header, the main content area is divided into several sections. On the left, there is a section titled 'Expert Advice & Tips on Working Freelance...' with a paragraph of text. Below this is a section titled 'October's Most Popular Articles...' which features three article cards. Each card has a thumbnail image, a title, a brief description, and a view count. On the right side of the main content area, there is a section titled 'Part Time Jobs for Cash' with a sub-headline '£5 Per Survey. Get Paid For Your Opinion' and a button with a right arrow. Below this is a vertical list of links for various topics. At the bottom left, there is a section titled 'Our Categories...' with three category cards. The overall layout is clean and professional, with a light blue and white color scheme.

**afreelanceworker**

search afreelanceworker

**Expert Advice & Tips on Working Freelance...**

Freelance work has become increasingly popular for those interested in enjoying a flexible working environment and having more control over their career. If you're considering taking the leap, this site is packed with unbiased articles, features and advice on freelancing.

**October's Most Popular Articles...**

**All About Freelance Genealogy:** A keen interest in investigating their own or others' ancestors is often all it takes for some people to engage in freelance genealogy. Genealogy, or the... [144 views in Oct]

**Advantages and Disadvantages of Freelance Work:** Freelance work is not for everyone. Freelancing, or working for specific clients on specific projects, comes with distinct... [70 views in Oct]

**Questionnaire: How Effective Is Your Freelance Web Presence?:** Freelancers today need a Web presence to reach the greatest number of potential contacts and clients. This... [30 views in Oct]

**Part Time Jobs for Cash**

£5 Per Survey. Get Paid For Your Opinion

Questionnaires  
Working Freelance  
Finding Work  
Freelance Finances  
Freelance Issues  
Freelancing Part Time  
Marketing Yourself  
Repeat Business  
Support & Networking  
Types of Freelance Work  
Site Information  
Readers Comments

**Our Categories...**

**Finding Work:** How and Where to Place Freelance Work Ads, ...

**Freelance Finances:** What if Your Freelance Work is Not Profitable?, ...

**Freelance Issues:** Feeling Socially Isolated as a Freelance Worker, ...

## A Freelance Worker

offers advice on freelance finance, marketing, repeat business, support and networking and types of freelance work.

# ADVICE ABOUT FREELANCE WORK

The screenshot shows the Freelance Advisor website. The top navigation bar includes the 'Freelance Advisor' logo with the tagline 'Thrive, don't just survive!' and a 'crunch ACCOUNTING FOR THE INTERNET' banner. The main content area features two articles under the 'Money' category. The first article, 'Are you PI insured?' by Mel Dixon, discusses Professional Indemnity insurance. The second article, 'Ltd Company: Detailed information on the expenses you can claim' by Darren Fell, provides information on claiming expenses. The sidebar on the right contains a 'WE LOVE FREELANCERS (Platonically)' graphic, a Facebook link, and a list of people who like the page.

**Freelance Advisor**  
Thrive, don't just survive!

**crunch**  
ACCOUNTING FOR THE INTERNET

**Money**

## Are you PI insured?

**MEL DIXON | MONEY**

There are many different types of insurance available for freelancers and contractors, many of which are advisable only for specific fields of work. One form of insurance which is almost universally recommended is Professional Indemnity (PI) insurance.

After all, if you make a costly mistake at work – who ya gonna call?

[Read More](#) Comments and 5 Reactions

## Ltd Company: Detailed information on the expenses you can claim

**DARREN FELL | MONEY**

If you have read our guide to the expenses freelancers can

**WE LOVE FREELANCERS (Platonically)**  
**crunch**  
expert online accountants

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**Freelance Advisor | Your online resource for freelancers and contractors**

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822 people like **Freelance Advisor | Your online resource for freelancers and contractors**.

**Mike Rob Dan John**

Freelance Advisor offer advice on Jobs, Training, Working from Home, Guides and Resources for freelance workers.

Moving to:

<http://www.crunch.co.uk/blog/>



# FINDING FREELANCING WORK



freelance:alliance  
creative freelancer network

Easy Accountancy **0500 234 111**  
The UK's leading small business accountants

BROWSE PROFILESCREATE A PROFILERESOURCESFORUMFREELANCE UK

**FREELANCE ALLIANCE**  
HOME  
REGISTER / LOG IN  
LOGOUT  
TESTIMONIALS  
IN THE PRESS  
TERMS OF MEMBERSHIP  
CONTACT US





### WHAT IS FREELANCE ALLIANCE?

Freelance Alliance is the UK network for media and creative freelancers. Showcase your portfolio to clients hiring, collaborate with other members and enjoy discounted offers on business services.

TELL ME MORESIGN UP HERE

### SEARCH FOR A FREELANCER

If you're looking for a helping hand, or an entire creative team, it is completely free to search the network and post freelance jobs on our noticeboard. Members' profiles list their skills, CV, portfolio images and link to other collaborating freelancers to offer the resulting complementary strengths to clients hiring.

By SkillBy LocationBy ExperienceBy Keyword

SEARCH

**BROWSE ALL SKILL SETS**  
3D MODELLING / ANIMATIONARCHITECTURAL DESIGNERSART DIRECTORS  
COPYWRITERSEDITORS / PROOFREADERSEVENT MANAGERS

### Hirer Testimonials

*"We are shortly to interview two Freelance Alliance members for our online copywriting requirements. Freelance Alliance is a professional, easy to use site and quickly establishes a freelancer's experience and credentials so makes choosing a freelancer to meet your needs easy to do. We were impressed with the quality of talent on Freelance Alliance and because it is important that writers fully understand our brand, and be able to communicate that effectively through copy and optimise SEO, such 'high end' freelance talent is a must for us. These freelancers' profiles were found by searching Google, so Freelance Alliance is well optimised, making membership money well spent I'd say."*  
M Cassidy, lastminute.com

### Member Testimonials

*"Since I joined Freelance Alliance about 18 months ago, I can honestly say that my work and income have doubled. I never expected this when I joined at first, and that for a fiver every month! I*

Freelance Alliance – UK network for media and creative freelancers.



# FINDING FREELANCE WORK

- ❑ Freelancers.net brings together freelancers who are looking for work and clients seeking freelancers for projects.

**Freelancers.net**  
Connecting Freelancers and Hirers since 1999

Login | Sign up

Freelancers.net has been helping freelancers find work and clients find freelancers since 1999. Freelancers.net is UK focused and lists many jobs and projects open to UK freelancers, however clients from across the globe use Freelancers.net regularly to source freelancers outside of the UK.

## Freelancers

- > Freelance projects & contracts
- > Find collaborators

SEARCH PROJECTS

## Hirers

- > Post a project or contract
- > Search our freelancers

SEARCH FREELANCERS

### Latest ads

**Graphic Designer for Wordpress Website**  
We are looking for a graphic designer to help us complete our new wordpress based website. We would ...

**Ghost Writer required for series of business ebooks**  
We are to launch a series of ebooks for the corporate financial and legal markets in the UK. These ...

**Graphic designer required 4 launch of premium adult website**  
My name's Andy Ide and I've been an adult film producer for 13 years, primarily for a TV S...

### Latest freelancers

**Richard John**  
Spalding, Lincolnshire, United Kingdom  
Training, Content Writing, presenting, Creative Writing

**Ben Saunders**  
London, London, City of, United Kingdom  
Camera Operator, Lighting, Illustrator, Editing, Director, Sound Recording, Photoshop

**Daniel Harding**  
Amersham, Buckinghamshire, United Kingdom  
Photoshop, Illustrator, Indesign, Editorial, Branding, Photography, Typography, Packaging, Web Design, Dreamweaver

# FINDING FREELANCE WORK



**People per hour**  
Post jobs, find  
and contact  
freelancers  
directly and get  
quotes for jobs.

# SOLE TRADERS

## Sole Trader

- ☐ Most straightforward way to trade but risk is that you are personally liable for the debts of the business
- ☐ You register as self-employed, pay income tax and NI contributions and make annual self assessment tax returns and keep accounts detailing the income and expenditure of the business
- ☐ All decisions related to the management of the business are made by you
- ☐ All profits from the business are yours
- ☐ You raise money for your business from banks/other lenders
- ☐ You have personal liability for the debts of the business so if your business fails your house and personal possessions may be seized by your creditors

(n.d.) [Online] Available: <https://www.gov.uk/business-legal-structures> [Accessed 01 Aug 2016]

# PARTNERSHIPS (1)

## Partnership

- ☐ Partnerships are arrangements for people to jointly own and run a business
- ☐ If you go into a partnership with another person(s) then as partners you share all the management responsibilities and costs of the business
- ☐ Partners are self-employed and share in the profits
- ☐ If a partner leaves or dies then the partnership may have to be dissolved depending on the partnership agreement (if there is one)
- ☐ Normally a Deed of Partnership is drawn up and this sets out basic facts about the business (business name, business type and its address and partners' names) and other information about the partnership:
  - ☐ how much capital each partner has contributed to the business;
  - ☐ how profits/losses will be shared between the partners;
  - ☐ partners' arrangements for working and
  - ☐ arrangements for changes in the partnership (partners leaving and new partners coming in, partner dying)



# PARTNERSHIPS (2)

## ☐ Partnership

- ☐ Partners run the business and raise money for it from banks/other lenders and share the profits from the business
- ☐ Each partner registers with HRMC as self-employed and the partnership and the individual partners make annual self-assessment returns
- ☐ The partnership keeps accounts detailing the income and expenditure of the business
- ☐ Creditors have a claim on a partner's personal assets for any debts owed (regardless of which partner incurred the debt) and each partner is responsible for the whole debt of the partnership so you have to choose your partner(s) carefully

(2014) [Online] Available: <http://www.bgateway.com/starting-up/form-a-company-or-business/legal-structures-the-basics/#page-1291> [Accessed 01 Aug 2016]

# PARTNERSHIPS (3)

## ☐ Partnership

- ☐ If you go into a partnership with another person then you should be sure that they have something to contribute to the business and its running which you cannot do yourself and you should be sure that you know them well in a professional capacity
- ☐ Your partner may be a specialist with expertise in a particular area that your business needs, may have a range of valuable business contacts that can be used to get jobs or may be a sleeping partner and provide finance for the business
- ☐ You will have to cooperate closely with your partner so you must be sure in advance that you can actually work together and that they have the skills and expertise that you need

# PRIVATE LIMITED COMPANY (4)

## ☐ Private Limited Company

- ☐ Must be registered at Companies House and company accounts have to be submitted to Companies House annually
- ☐ Must have at least one Director and one member
- ☐ Directors can be shareholders
- ☐ The company director or directors take decisions about the company management
- ☐ Finance comes from shareholders, bank/other lender loans and profit kept in the business
- ☐ Shareholders are not personally responsible for company debts but directors may have to act as personal guarantors for company loans
- ☐ To form a new company you send a Memorandum of Association, Articles of Association and Form IN01 to register at Companies House
- ☐ As a freelancer normally you would set up the company with yourself as a director so you are responsible for the management of the company and also responsible for the paperwork related to the company. You pay yourself a salary as director of the company or you may get paid via dividends.

# BUSINESS ADVICE AND SUPPORT

Business Gateway for help with starting up, funding, managing and growing your business.



Creative Scotland supports the creative industries in Scotland and distributes funding for the creative industries from the Scottish Government and the National Lottery.

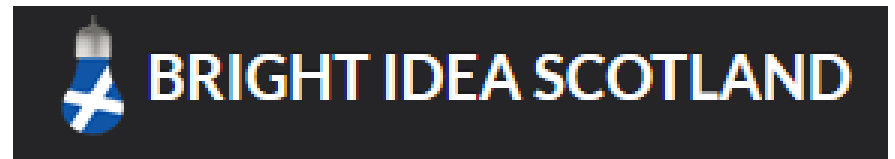


# BUSINESS ADVICE AND SUPPORT



Interactive Scotland helps and supports small to medium sized digital enterprises in Scotland.

Bright Ideas Scotland help people who have a good idea to develop it into a business proposition.



# START-UPS

Find out more and apply online >

LLOYDS BANK



**startups** 

The UK's No.1 service for starting a business

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SEARCH

WHAT TO START ▾ HOW TO START ▾ FRANCHISING ▾ TECH STARTUPS ▾ HOW THEY STARTED ▾ GROW YOUR BUSINESS ▾



Who are the UK's most impressive young entrepreneurs?



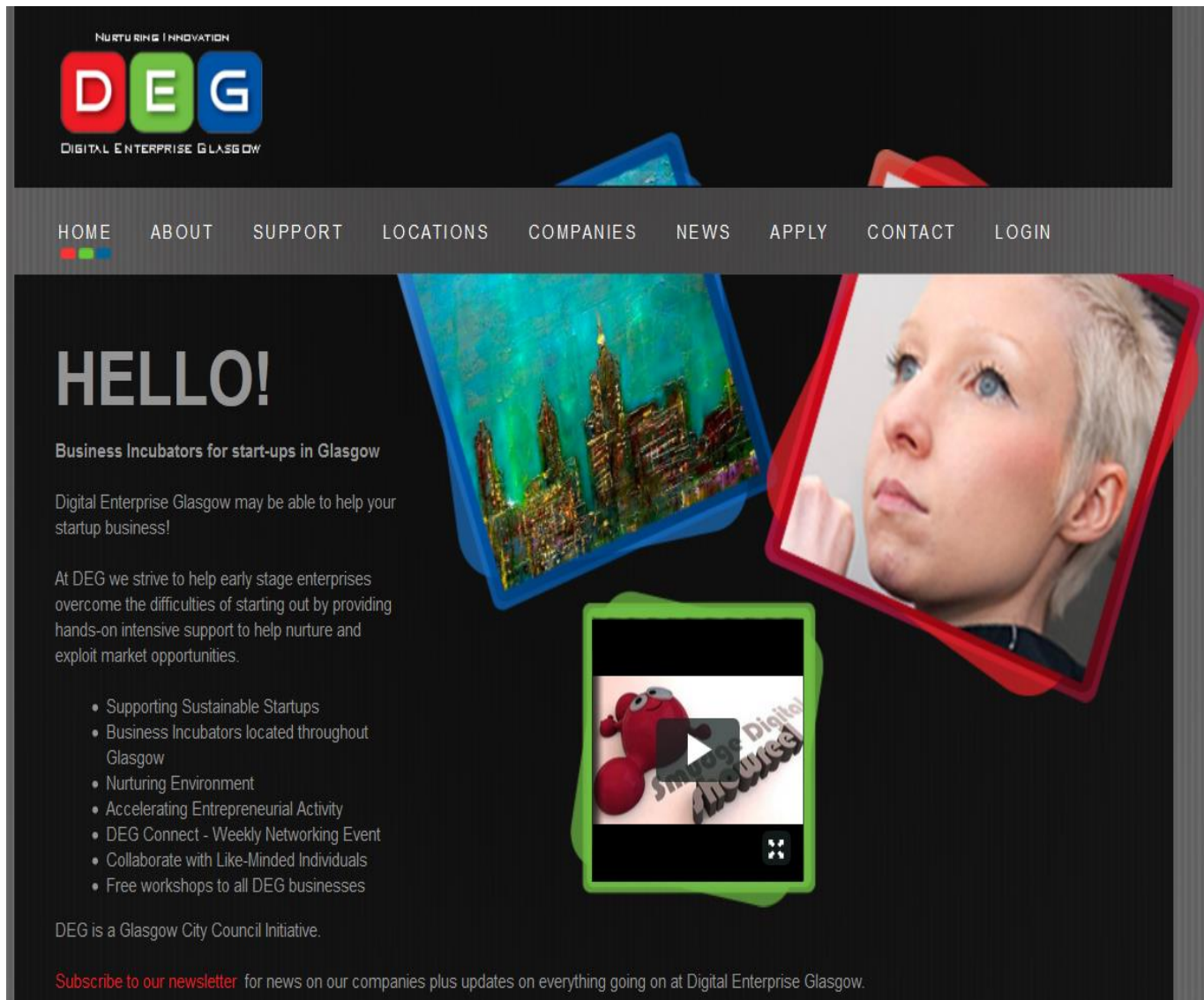
## Tools to help your business start up

- Get a loan to start a business >
- Do a company name check >
- Get a low cost business current account >
- Compare business insurance quotes >
- Raise finance through crowdfunding >
- Get a custom designed business logo >
- Claim a free accountancy consultation >
- Create and launch your business website >

LATEST ON STARTUPS

Start-Ups website:  
advice on business  
start-up and learn  
about business  
basics.

# START-UPS: DIGITAL ENTERPRISE GLASGOW



DEG provides business advice and help for start-ups and business incubators in highly supportive environment.

# START-UPS: ENTREPRENEURIAL-SPARK

Re-Imagine #GoDo Re-Shape

entrepreneurial-spark®  
enabling entrepreneurs...

THE ACCELERATOR  
what we do

THE START-UPS  
found in our hatcheries

BLOG  
articles & news

MENTORS  
advice and help

AMBASSADORS  
our supporters

EVENTS  
what's happeni

connect with us →

Hatchery hits the street countdown

00000

The Entrepreneurial Spark®  
Accelerator (inspired by  
MassChallenge)

Entrepreneurial Spark® is a business accelerator for early stage and

Entrepreneurial Spark - What We Do!

entrepreneurs collaborate an

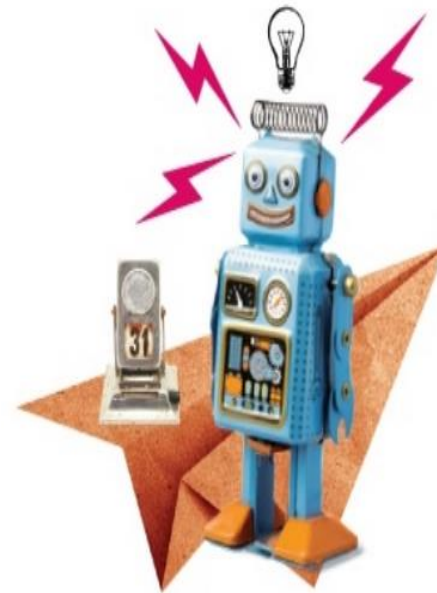
Entrepreneurial Spark is a business accelerator for start-ups and growing businesses. Offers accommodation, business support and mentoring.



# STUDENT ENTREPRENEURS

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students with  
entrepreneur  
talent to start  
their own  
businesses.



## Sign up for our student newsletter!

SIE gives students the opportunity to develop enterprise skills and the chance to start their own business. It's all about making enterprise accessible and unlocking that potential you already have.

If you want to see what the world of business can offer you, or you have an idea you'd like to develop, we're here to help and we'll be with you every step

Latest SIE events

More

Latest regional events

More



# CREATIVE BUSINESS START UPS: CULTURAL ENTERPRISE OFFICE



Supporting creative business throughout Scotland

0333 999 7989

Enquiry Line opening hours

Weekday: Mon-Fri: 09:00-17:00

Evening: Wed: 17:00-20:00

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Starter for 6	Fashion Foundry	Flourish			



## Finance Sessions

Need advice on financial business planning or working out how to keep records of financial processes? Book an



[Sign up to receive our monthly news](#)



**CEOScotland**  
@CEOScotland

41m

Tonight is late night Wednesday folks! We are open till 8pm! Drop in or give us a call! [ow.ly/AMu1Z](http://ow.ly/AMu1Z)  
Expand



**CEOScotland**  
@CEOScotland

2h

#CreativeEurope Funding Info sessions coming up in Edinburgh 3rd and Glasgow 4th of Sept from @CEDUK\_Culture [culturefund.eu/events2014/](http://culturefund.eu/events2014/)  
Expand



**CEOScotland**  
@CEOScotland

3h

Who can you recommend @moirajeffrey? I've tried to get the main tweeters that channel

Cultural Enterprise Office offers business advice, information and support to start ups and growing creative industry businesses. Also has regular networking events and workshops.

# BUSINESS ADVICE

The screenshot shows the homepage of the New Business website. The header features the 'newbusiness.co.uk' logo with the tagline 'for better business advice'. To the right, there are logos for 'FORWARD FINANCE' and 'BIBBY FINANCIAL SERVICES' with the tagline 'Your Invoice Finance Experts'. Further right, there's a section for 'newbusiness eNewsletter' with a 'Sign up Now' button and a small image of the newsletter. Below the header is a navigation bar with links: 'Member Login ID', 'Password', 'Sign In', 'Register', 'This Site', and a search icon. A red banner below the navigation bar contains links: 'Features', 'Business news', 'Latest videos', 'Magazine', and 'Newsletter Archive'.

**Left Sidebar (Navigation Menu):**

- Home
- Accounting Advice
- Banking & Finance
- Business Continuity
- Entrepreneurs
- HR/Payroll Advice
- Insurance Advice
- International Trade
- Internet Advice
- I.T. Advice
- Legal Advice
- Lifestyle
- Marketing Advice
- Office Management
- Pensions & Benefits
- Property/Relocation
- Recruitment Advice
- Starting a business

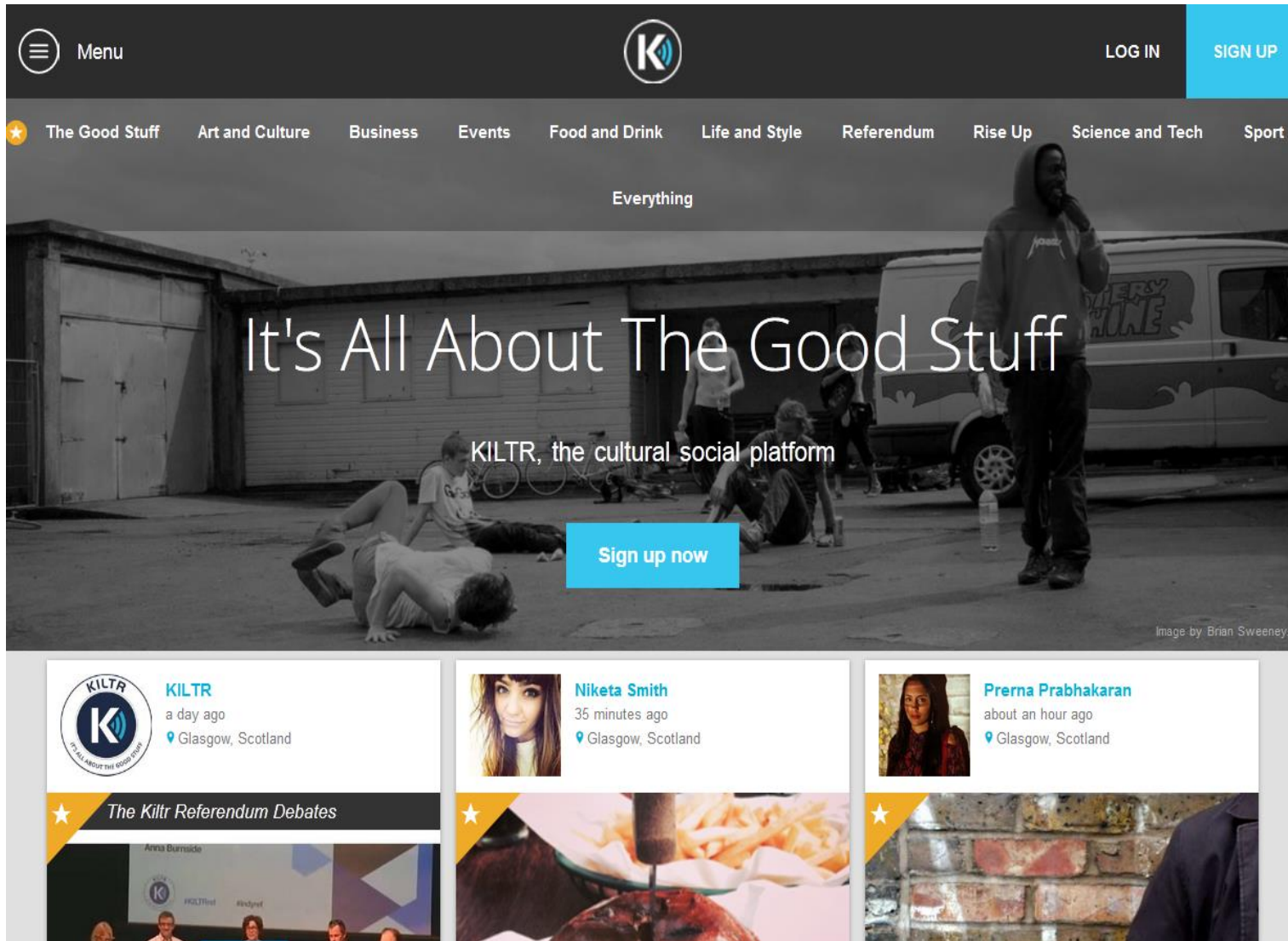
**Main Content Area:**

- Latest Features:**
  - CDIs generate £100m of 'extra value' for the local economy through Regional Growth Fund**  
A further £150m government lending pot could unlock thousands more jobs.
  - Brand loyalty grows with a 'digital hug'**  
Ohad Hecht, COO at Emarsys, looks at how the latest automated email marketing technology can improve recommendation responses and increase sales.
  - Making switching simple for small businesses**  
Small Businesses can also use the free bank account switching service launched by the banking industry.
  - Learn more about exporting at the BCC ITC on 9th October in London**  
The British Chambers of Commerce 3rd annual International Trade Conference Global Network, Global Opportunities, takes place on Thursday 9th October, at The Brewery in London.
  - Age is no barrier to starting up your own business**  
Age is but a number in the world of Entrepreneurs, don't let it hold you back.
  - Armistice Day - how will we remember?**
- LivePlan Advertisement:**
  - Get 50% Off The #1 Business Planning Software
  - Start Today For Only £6.10!
  - START MY BUSINESS PLAN
- Latest Business News:**
  - Sir Alan Sugar launches the Claude Littre...
  - Quarterly Economic Survey...
  - Pay Day Lender to write off loans...
  - Unemployment lower...
- Follow Newbusiness:**
  - Subscribe to our magazine
  - Facebook, Twitter, YouTube icons
  - Image of New Business magazine cover
- Right Sidebar:**
  - LivePlan:** The #1 Online Business Plan Software is now 50% Off! SIGN UP NOW £6.10
  - Building your business can be hard work**
  - Using the Current Account Switch Service isn't**
  - Image of a person wearing a blue hard hat

Advice on all aspects of business. Lots of articles and information.

(1998-2012) [Online] Available: <http://www.newbusiness.co.uk/> [Accessed 01 Aug 2016]

# SOCIAL NETWORK - KILTR



“Content sharing platform and social and professional network aimed at Scots and Scotland”.



# SOCIAL NETWORK – 38 MINUTES

## 38MINUTES

[Home](#) | [About 38](#) | [My Page](#) | [Members](#) | [Groups](#) | [Blogs](#) | [Jobs](#) | [Events](#) | [Photos](#) | [Videos](#) | [Directory](#) |

/// A SOCIAL NETWORK FOR MODERN MEDIA



Enlightened social media.

Welcome to  
38minutes

[Sign Up](#)  
or [Sign In](#)

Or sign in with:



/// MEMBERS



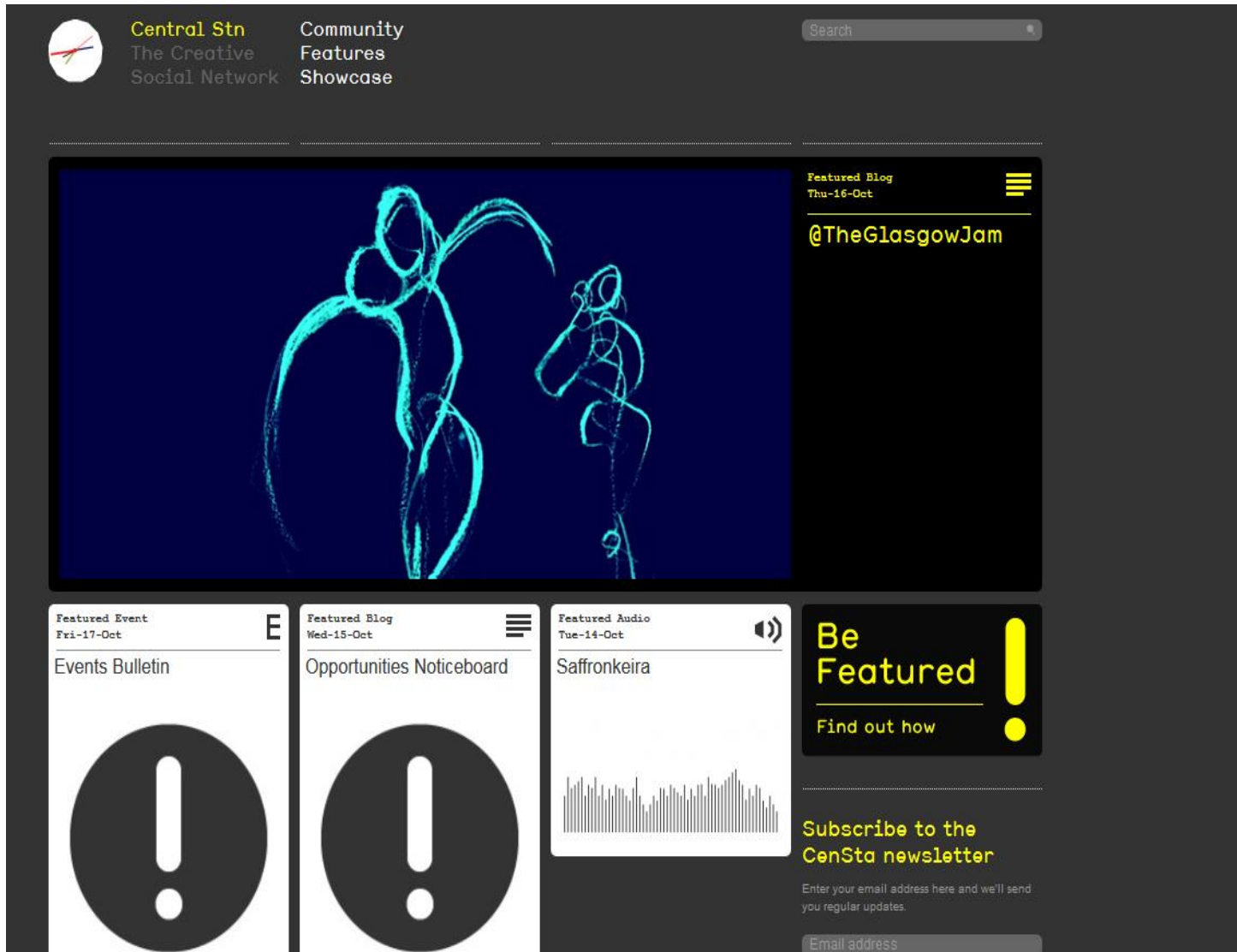
[View All](#)

/// LATEST NETWORK ACTIVITY

 [Chris Goodwin](#) posted a video

Social media site for media professionals with over 3,000 members (mostly Scottish based) featuring blogs, jobs and events.

# SOCIAL NETWORK – CENTRAL STATION



Showcase for creative media professionals.



# WHERE TO LOCATE YOUR START-UP BUSINESS

- ❑ Advantages of going into creative industry shared set-ups is that you can get incubator space or space in shared studios/creative business
  - ❑ Useful because set-ups can get mentoring from established businesses
  - ❑ Successful entrepreneurs invariably cite finding the right help at the right time as the most important accelerator of their business.
  - ❑ small creative enterprises are often set up in an unstructured way by independent, non-conformist people.
  - ❑ few models of how to grow beyond self-employment.
  - ❑ mentors and friendly advice can make a huge difference and are often an unplanned consequence of sharing space.

# CREATIVE CLYDE

CREATIVE  
CLYDE



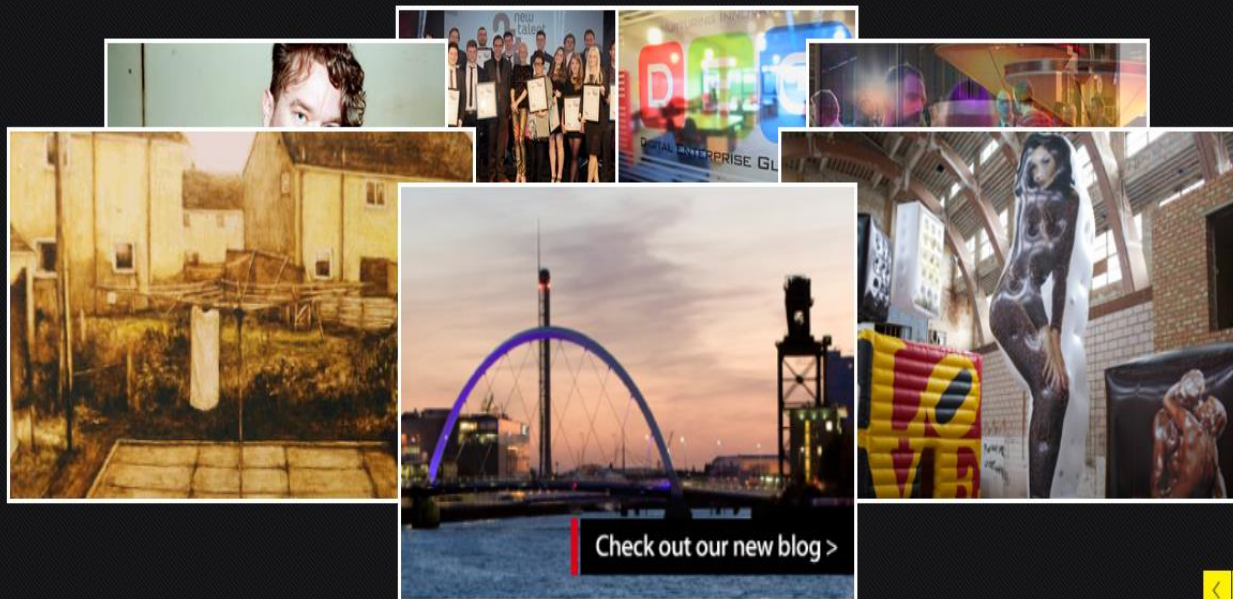
> Clyde Waterfront

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Visit the Creative Clyde blog



Check out our new blog >



Creative Clyde is a creative industry community and business hub for media, technology and creative organisations.

Businesses include BBC Scotland, STV, Capital Radio, SECC, Film City Glasgow and Raise the Roof Productions.

Creative Clyde

News

Our community

Our showreel

# EVENTS

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Call us on **0845 609 6611**

From 8.00am to 6.00pm, Monday to Friday or [email us](#) outwith these hours



Home Starting up Grow & improve Finance Manage your business Sales & marketing Employing people

Home > Events

## Events

Thinking of starting a business or looking to grow? There are loads of great workshops and events going on near you, covering all aspects of business at a location near you. Search events by keyword, location or date below.

**Note:** we are experiencing intermittent problems with local event listings, some events outside your chosen region may also be shown. If you experience difficulties, or would like more information about Business Gateway events, please contact your [local office](#).

### Refine your results

#### Keywords

Business Development (2)  
Business Growth (3)  
Sales (26)  
Networking (125)  
Accounts (16)  
Accounting (53)  
Bookkeeping (55)  
Financial Management (60)  
Funding (54)  
Creative (54)

All Locations

Search

Showing 1-10 of **709 events**

Sort by: [Best Match](#) [Date](#)

20  
October

### Mastering Selling Skills

**Location:** Glenrothes **When:** 9:30AM - 12:30PM

This course aims to improve your selling skills, thereby increasing sales.

### Improve Your Search Engine Ranking

# EVENTS

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## Events

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View:

Expand your  
knowledge  
of international  
markets



### Featured Event

#### Explore Export 2014 Scotland roadshow

Meet with trade experts from over 60 global markets for one-to-one support, insights and opportunities for your business overseas.

10 November 2014

### Events

Subscribe to our events list by clicking the RSS icon



[Subscribe to events](#)

### Stay informed

Get regular emails about business topics that interest you.

[Sign up for free](#)

# EVENTS



Supporting creative business throughout Scotland

0333 999 7989

Enquiry Line opening hours

Weekday: Mon-Fri: 09:00-17:00

Evening: Wed: 17:00-20:00

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Starter for 6	Fashion Foundry	Flourish			

## EVENTS

Workshops

Networking

### Events

We run a dedicated events programme to help creative businesses and practitioners swap experiences, gather information and hone professional skills. By attending our workshops and networking events, you can expect to:

- meet other creative individuals
- gain information
- develop skills to support your work
- keep your sector knowledge up-to-date

*"...very useful in giving a more creative based approach to business..."* Workshop participant

Some events are offered 'in partnership with' and 'commissioned by' other organisations giving them a more specialised focus. All our forthcoming events are listed below.

If you require any support in accessing our events, further information can be found in our [Accessibility Statement](#).

### Forthcoming Events



#### Dundee - Unlimited Shelf Space: Digital Distribution in Games and Music

A Cultural Enterprise Office event in collaboration with the Starter for 6 Network  
Thursday 30 October 2014, 17:00-20:00



#### Edinburgh - Starting Out

Friday 7 November 2014, 09:30-13:30



#### Glasgow - Budgets Matter FULLY BOOKED

Friday 7 November 2014, 08:45-10:30



[Sign up to receive our monthly news](#)

### Highlights



[Edinburgh - Making Applications & Proposals](#)



[Glasgow - Budgets Matter FULLY BOOKED](#)



[Dundee - Unlimited Shelf Space: Digital Distribution in Games and Music](#)



[Edinburgh - Starting Out](#)



[Edinburgh - Market Day](#)

# EVENTS



BRIGHT IDEA SCOTLAND

[ABOUT](#)

[EVENTS](#)

[INVENTOR'S CHECKLIST](#)

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FIND OUT WHEN A WORKSHOP WILL BE COMING TO WHERE YOU ARE

## Workshops + Surgeries

### We offer 3 workshops

They can, but don't have to be, attended in sequence

You have to register for each workshop separately

Book your 1-2-1 surgery when registering for a workshop





# LINKS: FREELANCE

Thank God it's Frida...

No, wait -  
I'm a freelancer.



## Freelance

- ❑ Freelance: uk everything for the creative freelancer (n.d.) [Online] Available: <http://www.freelanceuk.com/> [Accessed: 26 July 2016]
- ❑ afreelance worker (n.d.) [Online] Available: [www.afreelanceworker.co.uk/](http://www.afreelanceworker.co.uk/) [Accessed: 26 July 2016]
- ❑ Crunch blog: news and advice to help make your business a success (n.d.) Available: <http://www.crunch.co.uk/blog/> [Accessed 26 July 2016]
- ❑ Freelance: alliance creative freelancer network (n.d.) [Online] Available: <http://www.freelanceuk.com/find-a-freelancer> [Accessed 26 July 2016]
- ❑ Freelancers.net Connecting Freelancers and Hirers since 1999 (n.d.) Available: <http://www.freelancers.net/> [Accessed 26 July 2016]
- ❑ peopleperhour (n.d.) Available: <http://www.peopleperhour.com> [Accessed 26 July 2016]
- ❑ Upwork Get more done with freelancers (n.d.) Available: <https://www.upwork.com/> [Accessed 26 July 2016]
- ❑ IPSE (n.d.) Available: <https://www.ipse.co.uk> [Accessed 26 July 2016]

# LINKS: BUSINESS ADVICE AND SUPPORT

## Business advice and support

- ❑ business gateway: your gateway to business expertise (2014) [Online] Available: <http://www.bgateway.com/> [Accessed 26 July 2016]
- ❑ Creative Scotland (2015) [Online] Available: <http://www.creativescotland.com/> [Accessed 26 July 2016]
- ❑ (n.d.) <http://www.interactivescotland.com/> [Site currently undergoing maintenance]
- ❑ Bright Idea Scotland (2016) [Online] Available: <http://www.brightideascotland.com/> [Accessed 26 July 2016]
- ❑ (n.d.) <http://www.scottish-enterprise.com> [Site currently undergoing maintenance]
- ❑ The Marketing Donut: Resources for your business (2009-2016) [Online] Available: <http://www.marketingdonut.co.uk> [Accessed 26 July 2016]
- ❑ The Law Donut: Resources for your business (2009-2016) [Online] Available: <http://www.lawdonut.co.uk/> [Accessed 26 July 2016]
- ❑ The IT Donut: Resources for your business (2009-2016) [Online] Available: <http://www.itdonut.co.uk/> [Accessed 26 July 2016]
- ❑ The Tax Donut: Resources for your business (2011-2016) [Online] Available: <http://www.taxdonut.co.uk/> [Accessed 26 July 2016]
- ❑ newbusiness: for better business advice (1998-2012) [Online] Available: <http://www.newbusiness.co.uk/> [Accessed 26 July 2016]
- ❑ Idox media platforms (2000) [Online] Available: <http://www.j4b.co.uk/> [Accessed 26 July 2016]

# LINKS: START-UPS

## START-UPS

- ❑ Startups: The UK's No.1 service for starting a business (n.d.) [Online] Available: <http://startups.co.uk/> [Accessed 26 July 2016]
- ❑ The Start Up Donut: Resources for your business: (2009-2016) [Online] Available: <http://www.startupdonut.co.uk/> [Accessed 26 July 2016]
- ❑ Digital Enterprise Glasgow (n.d.) [Online] Available: <http://www.digitalenterpriseglasgow.org> [Accessed 26 July 2016]
- ❑ Entrepreneurial-spark: the voice of UK Entrepreneurs (2015) [Online] Available: <http://www.entrepreneurial-spark.com/> [Accessed 26 July 2016]
- ❑ scottish institute for enterprise (2016) [Online] Available: <http://www.sie.ac.uk/index.php> [Accessed 26 July 2016]
- ❑ Cultural Enterprise Office (n.d.) [Online] Available: <http://www.culturalenterpriseoffice.co.uk/> [Accessed 26 July 2016]

# LINKS: SOCIAL NETWORKS AND EVENTS

## **Social Networks**

- ❑ KILTR (2016) [Online] Available: <https://www.kiltr.com/> [Accessed 26 July 2016]
- ❑ <http://www.38minutes.co.uk/>
- ❑ Central Stn (n.d.) [Online] Available: <http://thisiscentralst> [Accessed 26 July 2016]

## **Events**

- ❑ Business gateway: your gateway to business expertise (2014) [Online] Available: <http://www.bgateway.com/events/> [Accessed 26 July 2016]
- ❑ Scottish Enterprise (2008-2016) [Online] Available: <http://www.scottish-enterprise.com/events> [Accessed 26 July 2016]
- ❑ Cultural Enterprise Office (n.d.) [Online] Available: <http://www.culturalenterpriseoffice.co.uk/events/> [Accessed 26 July 2016]
- ❑ BRIGHT IDEA SCOTLAND (2016) [Online] Available: <http://www.brightideascotland.com/content/workshops/> [Accessed 26 July 2016]
- ❑ Meetups (2016) [Online] Available: <http://www.meetup.com/> [Accessed 26 July 2016]
- ❑ techmeetup (n.d.) [Online] Available: <http://techmeetup.co.uk/> [Accessed 26 July 2016]

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[Online] Available: <https://www.theguardian.com/culture-professionals-network/culture-professionals-blog/2011/nov/04/arts-happy-freelance-tips> [Accessed 26 July 2016]
- ❑ Davies, R. and Sigthorsson, G. (2013) Introducing the Creative Industries from Theory to Practice. London: Sage.
- ❑ Johnson, M. (2009). Starting up on your own: how to succeed as an independent consultant or freelance. Harlow: Financial Times Prentice Hall.
- ❑ Kendall, L. (2011). Brilliant freelancer: discover the power of your own success. Harlow: Prentice Hall.
- ❑ Ilasco, M.M. and Cho, J.D. (2010). Creative, inc.: the ultimate guide to running a successful freelance business. San Francisco, California: Chronicle Books.
- ❑ McKinlay, A. and Smith, C. (2009). Creative Labour: Working in the Creative Industries. Basingstoke: Palgrave Macmillan.
- ❑ Reuvid, J. and Reuvid, J. (2009) Working for yourself: an entrepreneur's guide to the basics. (26<sup>th</sup> ed.) London: Kogan Page.
- ❑ Oakley, K. (2009) 'Art Works' – cultural labour markets: a literature review. Creativity, Culture and Education: Hillprint Media. [Online] Available: <http://www.creativitycultureeducation.org/wp-content/uploads/CCE-lit-review-8-a5-web-130.pdf>
- ❑ Scott, A. (2000) The Cultural Economy of Cities London. In Beck, A. (ed.) Cultural Work: Understanding the Cultural Industries. London: Routledge.