

March 23, 2012 Freelance Friday #EFA Chat

Topic: The Luck O' the Freelancer

217 tweets, 26 contributors, 18 retweets, 18 @ replies, 6 links

@EFAFreelancers Hello all, and welcome to the EFA's Freelance Friday! It's 3pm EST. Let's begin! #EFAChat

@UrbanMuseWriter Hi, I'm a #freelance journo who writes for pubs like @USNewsMoney & edits the @Ebyline blog. Thanks for inviting me @EFAFreelancers #efachat

@EFAFreelancers This month's topic is about being lucky as a freelancers and building your luck! But first, let's do introductions #EFAChat

@EFAFreelancers I'd like to send a warm welcome out to our guest @UrbanMuseWriter for joining us today. #EFAChat

@EFAFreelancers Welcome @UrbanMuseWriter We're so glad to have you! Who else has joined our #EFA-Chat?

@mmb064 Hi. Maria Boyer here from near Hershey, PA. I am a copyeditor/proofreader, freelance since 97. Thx for joining us @UrbanMuseWriter. #efachat

@EInspirations Hi! I'm a #freelance editor, indexer, and proofreader in Virginia. #EFAChat

@EFAFreelancers Who wants to go first? We've been plugging this chat all month. How have you been LUCKY in your freelancing career? #EFAChat

@writingdownlife @EFAFreelancers not sure how to view the chat? I searched for #EFAchat and a page of different twitter users came up?

@bethkathan @bethkathan joining #efachat

@SVB\_Editor Hello! I'm a freelance copyeditor and writer living in tropical Western New York. ;-) #EFAChat

@CCCopyEditor I am an editor and indexer living in Idaho who currently specializes in scholarly nonfiction. #EFAchat

@EditorMark Hello #EFAChat. Freelance editor and 30-hour a week contract writer here.

@CCCopyEditor Also the chapter development chair for the EFA. #EFAchat

@YogiSaraPhD Hello, all! I am a medical writer and editor in Michigan. #EFAChat

@mmb064 @writingdownlife I use <http://t.co/FkoTmAuZ> #efachat

@hillarydanz Hello #freelancers. I'm a freelance editor and proofreader in North Carolina. #EFAchat

@CCCopyEditor @writingdownlife I also use TweetChat... very easy to use and adds the chat hashtag for you automatically. #EFAchat

@LisaLOWens Can't join today but wanted to plug the @EFAFreelancers chat going on NOW. Topic: Freelanc-

ing luck! #EFAChat

@shawphd Joining in from Chicago here. I do editing and indexing for scholars working in the humanities.  
#EFAChat

@BookEditorLM Hi! Laurel Marshfield: Ghostwriter, Developmental Editor, Book Coach working w/ individual authors (& ghost + coach white papers) #EFAChat

@EFAFreelancers Becky Napoleon (@beck\_napoleon)—your friendly moderator for the day! I've been freelancing for about two years now. #EFAchat

@CCCopyEditor @LisaLOwens Sorry we'll miss you on the @EFAFreelancers chat today -- guess we're out of luck on that! #EFAchat

@EFAFreelancers We seem to have a great range of different areas of editing from science to humanities!  
#EFAChat

@EFAFreelancers Welcome, @BookEditorLM #EFAchat :)

@EFAFreelancers Let's great started! Who wants to go first? How have you been LUCKY in your freelancing career? #EFAChat

@EditorMark Luck happens when you're well prepared. But it seems most of my clients come to me by happenstance. #efachat

@SocciWriter #EFAchat- hello from Alexandria, va. I am a #Writer but I'd like to do editing to supplement income.

@SabineTranslate Hi. I'm Sabine, from upstate NY. This is my first ever tweet and tweet chat. #EFAchat

@Rogers\_Marian @mmb064 Hi Maria I sat next to you at the first workshop at the CommCentral back in October #EFAchat

@UrbanMuseWriter I've been lucky to send some pitches at just the right time, but of course that's also a number & skill game. #efachat

@CCCopyEditor I lucked into my first-ever editing job, so you can say that my entire freelance editing career started with luck. #EFAchat

@EFAFreelancers @BookEditorLM Absolutely! Reminder: Today's topic is how you've been lucky in freelancing and how ... #EFAChat

@SVB\_Editor One of the first publishers I approached accepted me as a freelancer, tyro as I was. #EFAChat

@UrbanMuseWriter @EditorMark Agreed! Luck may bring in new opportunities but freelancers need to recognize those opps & jump on them. #efachat

@mmb064 Hi @Rogers\_Marian! I remember. Nice to "see" you again! #efachat

@KOKEdit I think we each make our own luck. #EFAChat

@EFAFreelancers ...you can build your client base #EFAChat @BookEditorLM

@geminiwrites @EFAFreelancers I'm still looking for regular employment but have been freelancing in the interim, about 2yrs. #EFAchat

@mmb064 Every year I don't have to go back to office life, I consider myself lucky. #efachat

@writingdownlife #efachat

@hillarydanz I got a lucky start by having an industry insider recommend me & publishers willing to take a chance on a newbie. #EFAchat

@EInspirations I was taking classes to obtain a certificate in editing. I stayed in touch with a guest speaker... #EFAChat

@UrbanMuseWriter Amen! RT @mmb064 Every year I don't have to go back to office life, I consider myself lucky #efachat

@CCCopyEditor I "lucked" into a possible client connection on Facebook today, via a mutual friend, because I messaged him on something personal. #EFAchat

@KOKEdit @EFAFreelancers We make our own luck by working hard to get noticed and track down clients. #EFAChat

@EditorMark First big client came because a friend at a coffee shop suggested I put my card up on the board. A college VP found it soon after. #EFAchat

@EInspirations ...and he eventually became my first client. It was lucky was a guest speaker for my class! #EFAChat

@YogiSaraPhD My entire freelancing career started with luck, when I reached out to potential clients and found one with a large project. #EFAChat

@EFAFreelancers @UrbanMuseWriter For a freelancer just starting out, how does one make his or her own opportunities? #EFAChat

@EditorMark +1 RT @UrbanMuseWriter: Amen! RT @mmb064 Every year I don't have to go back to office life, I consider myself lucky #efachat

@Rogers\_Marian I started freelancing after my daughter was born (27 yrs ago!). lucky that former in-house boss gave me my first project #EFAchat

@EFAFreelancers @Einspirations @EditorMark What great luck! You put yourself out there in a small way and found a big return! #EFAChat

@writingdownlife Hi.I am Stacey in Naples, FL. Author Journalist editor etc etc etc lol :) #efachat

@UrbanMuseWriter @EFAFreelancers Networking: going to classes & conferences, reading/commenting on industry blogs, pitching story ideas. #efachat

@hillarydanz @KOKEdit I agree. I've had some lucky connections, but mostly it's been hard work, learning, proving myself, & marketing #EFAChat

@EFAFreelancers @writingdownlife Glad to see you officially made it, Stacey! Welcome and jump right on in! #EFAChat

@CCCopyEditor I have also found clients serendipitously... targeted online searching gives different results each time. Luck, or randomness? #EFAChat

@UrbanMuseWriter @Rogers\_Marian My last FT employer was also a #freelance client later on. I think that's a great way to ease the transition. #efachat

@writingdownlife I got out of freelancing other than marketing while writing/editing a book now looking to reenter the field #efachat

@Rogers\_Marian Recently lucked into editing a German studies series, just happened to inquire about opportunities in the right place at right time #EFAChat

@KOKEdit @UrbanMuseWriter Yes, putting yourself out there is key. #EFAChat

@EFAFreelancers @hillarydanz @KOKEdit @UrbanMuseWriter Tell us more about marketing your services/skills/yourself! #EFAChat

@nochiel RT @EditorMark: +1 RT @UrbanMuseWriter: Amen! RT @mmb064 Every year I don't have to go back to office life, I consider myself lucky #efachat

@EFAFreelancers @CCCopyEditor I would say both! #EFAChat

@EFAFreelancers @EFAFreelancers: If you're just joining us, welcome to Freelance Friday. Jump in any time! Use #EFAChat hashtag to join in! #EFAChat

@UrbanMuseWriter For targeted networking, I suggest looking to these 5 groups: <http://t.co/EwSC6QJY> (including past employers) #efachat

@kkcthorton Ditto. +1 RT @UrbanMuseWriter: Amen! RT @mmb064 Every year I don't have to go back to office life, I consider myself lucky #efachat

@KOKEdit @EFAFreelancers A big part of marketing, to me, is being aware of how your actions and what you say will be perceived. #EFAChat

@Rogers\_Marian Professional meetings offer opportunities. I worked the book exhibit at a convention in Jan and picked up two very good new clients #EFAChat

@EInspirations Marketing can be as simple as attending events and talking to other people, not just being the quiet person in the audience. #EFAChat

@mreneau1053 Yes, what are the most effective marketing/networking methods, especially for someone just starting out? #EFAChat

@UrbanMuseWriter I'd also recommend @LoriWidmer's ebook for #marketing strategies: <https://t.co/NA->

KciLF4 #efachat

@KOKEdit @EFAFreelancers I make sure that I always act professionally in both public and semi-private areas. #EFAChat

@UrbanMuseWriter @EInspirations Beyond simply attending events, how about moderating panels or volunteering at the event to raise your profile? #efachat

@EditorMark To get lucky, I think you put yourself out there as much as possible. I force myself to go to networking happy hours. #EFAchat #roughlife

@mmb064 @KOKEdit I don't actively market my skills anymore, I've just been too busy to keep up with what I have, but... (cont.) #efachat

@EFAFreelancers If you have questions for our guest @UrbanMuseWriter please feel free to ask away. #EFAChat

@CCCopieditor I think self-marketing is a combo of passive (e.g. your website) and active (e.g. discussion lists, cold emails) plus persistence. #EFAchat

@writingdownlife started freelancing after being in real estate admin/marketing started 2 companies - marketing for arts & online magazine #efachat

@hillarydanz @EFAFreelancers Marketing = things like my EFA profile, LinkedIn profile, website, logo, business cards, networking opportunities. #EFAchat

@Rogers\_Marian @EInspirations Yes, and sometimes talking with others and promoting oneself requires moving out of one's comfort zone #EFAchat

@mmb064 ...every assignment I do well and on time is a form of marketing. Brings word-of-mouth/repeat work. Have worked nonstop for 15 yrs. #efachat

@KOKEdit @BookEditorLM Acting professionally in all venues means (to me) being confident, being polite, sharing knowledge, not complaining. #EFAChat

@UrbanMuseWriter @mreneau1053 This Twitter chat is networking! Also, joining groups like @EFAFreelancers @MediaBistro or <http://t.co/xxd2QKMn> #efachat

@hillarydanz self-marketing doesn't come naturally to me, but I've had to learn ... like @KOKedit said, to make my own luck! #EFAchat

@EInspirations @Rogers\_Marian Definitely! When I am attending events, I pretend I am an extrovert. I am exhausted at the end of the day! #EFAChat

@EditorMark Nos. 3, 4 and 5 have worked for me. RT @UrbanMuseWriter: For targeted networking, I suggest these 5 groups: <http://t.co/W2AXiS6Z> #efachat

@UrbanMuseWriter I know some freelancers who respond to FT job ads and pitch their #freelance services to the hiring person #efachat

@mmb064 RT @Rogers\_Marian: @KOKEdit Yes, professionalism is essential #efachat

@CCCopyEditor @EInspirations puts out a great newsletter, which provides a service to her readers in addition to self-marketing. #EFAchat

@SabineTranslate @EInspirations I like the idea of pretending ... fake it till you make it? #EFAchat

@writingdownlife I find freelancing daunting especially while juggling life. I recently started blogging but that is slow going #efachat

@UrbanMuseWriter @hillarydanz Fortunately, there are lots of ways to network! If you're uncomfortable at events, try online forums or groups. #efachat

@KOKEdit .@UrbanMuseWrite is highly visible on Twitter & helpful, offering great tips. If I needed a writer, I'd hire her because of that! #EFAchat

@UrbanMuseWriter The thing that frustrates people about networking is that you rarely get an immediate ROI. It takes patience & persistence! #efachat

@EInspirations @CCCopyEditor Thanks for the compliment! The newsletter was quarterly, but I get more feedback with monthly. #EFAchat

@UrbanMuseWriter @KOKEdit Aww, thanks! #efachat

@jmgreenleaf RT @UrbanMuseWriter: I know some freelancers who respond to FT job ads and pitch their #freelance services to the hiring person #efachat

@CCCopyEditor @UrbanMuseWriter For targeted networking, I suggest looking to these 5 groups: <http://t.co/tZYN35RF> // 3,4,5 all have worked for me #EFAchat

@EFAFreelancers @urbanmusewriter Pitching ideas or your services when just starting out may be daunting. Any tips? #EFAchat

@EInspirations @SabineTranslate Yes! I begin to feel comfortable as the day progresses, but then I regress back to the introvert. #EFAchat

@KOKEdit RT @UrbanMuseWriter: [With] networking ... you rarely get an immediate ROI. It takes patience & persistence! // Sure does! #EFAchat

@Rogers\_Marian @SabineTranslate, @EInspirations Fake it till you make it has worked for me, with diligence and commitment to showing what I can do #EFAchat

@mmb064 @UrbanMuseWriter You could say the same about freelancing (being in business for yourself) in general. #efachat

@UrbanMuseWriter @EFAFreelancers Brainstorm story ideas that only you could write because of your unique experiences or expertise. #efachat

@EditorMark An opportunity to network with other freelancers: <https://t.co/IFbIxZ3E> #EFAchat

@SVB\_Editor @UrbanMuseWriter ROI = return on investment? Just checking. #EFAChat

@UrbanMuseWriter @EFAFreelancers For instance, I know a writer who broke into a nat'l women's mag with a humorous essay about her health problems. #efachat

@SabineTranslate @KOKEdit Any suggestions on keeping up courage when nothing much happens for some time? #EFAchat

@Rogers\_Marian @EInspirations Yes, extroverting is exhausting for me too. Have to push myself, but there are rewards #EFAchat

@EFAFreelancers The power of believing in yourself and the quality of your work seems key as well. #EFA-Chat @sabineTranslate @Einspirations @Rogers\_Marian

@writingdownlife I have found that the writers groups on LInked In are great and everyone is supportive for sure. #efachat

@UrbanMuseWriter @UrbanMuseWriter Or if you're pitching yourself instead of a story, brainstorm about your unique selling point (USP). Lead w/ that. #efachat

@jmgreenleaf I love that there r so many informative Twitter chats going on regularly-I just stumbled across #efachat and am looking forward to learning!

@UrbanMuseWriter @SVB\_Editor Yes, ROI = return on investment #efachat

@KOKEdit .@SabineTranslate To keep your courage up over the long haul, check in regularly with colleagues for a morale boost. #EFAChat

@CCCopyEditor @SabineTranslate It's hard to keep your chin up when work is scarce. Networking can be very supportive then. Join more convos. #EFAchat

@UrbanMuseWriter Also, the key w/ networking is that you need to offer something instead of waiting for people to help you. Offer referrals or tips. #efachat

@SabineTranslate @CCCopyEditor sorry, convo? Not heard this before... #EFAchat

@KOKEdit @CCCopyEditor :- ) #EFAChat

@EInspirations @SabineTranslate I've been freelancing for 11 years, and still get down sometimes. My spouse is a good cheerleader. #EFAChat

@Dottyeyes #EFAChat When you're lucky enuf to be turning down work, does this mean you shd be raising your rates?

@CCCopyEditor @SabineTranslate convo = conversation. Sorry for the 140-character lingo! #EFAchat

@UrbanMuseWriter The other thing you can offer in a networking situation (esp in online forums) is moral support. That goes a long way. #efachat

@Rogers\_Marian @SabineTranslate I agree with @CCCopyEditor and @KOKEdit, connecting with colleagues

is a morale boost. Helps not to feel solitary #EFAchat

@KOKEdit MT @UrbanMuseWriter: Key w/ networking is ... offer something instead of waiting for people to help you. // Sing it, sister! :-) #EFAchat

@writingdownlife Someone mentioned volunteering. I joined the board of an arts org, they had no volunteer handbook, so i wrote one. create your own #efachat

@SabineTranslate @CCCopyEditor Thanks, should have guessed. My first time here. #EFAchat

@EFAFreelancers @dottyeyes Welcome, Patty! Great question to the group. #EFAchat

@EInspirations @Dottyeyes I think that depends on what your rates and your goals are. #EFAchat

@writingdownlife @sabinetranslate convo=conversation #efachat

@UrbanMuseWriter @Dottyeyes Maybe. Depends on whether you're trying 2 earn more \$ or choose projects you enjoy (not that those = mutually exclusive) #efachat

@KOKEdit .@Dottyeyes Yes, if you're frequently having to turn down work, raise your rates! :-) #EFAchat

@mmb064 Not necessarily, @Dottyeyes (re: turning down work/pping rates). May just be good, ongoing clients. #efachat

@UrbanMuseWriter Love this! RT @writingdownlife I joined the board of an arts org, they had no volunteer handbook, so i wrote one. create your own #efachat

@TheInspiringBee Just found #EFAchat going on about freelancing. Great tips here!

@UrbanMuseWriter Even if you aren't turning down work but you feel under-paid, you could negotiate higher rates #efachat

@CCCopyEditor @dottyeyes I prefer to look at rates as what my time and expertise is worth. Anytime is a good time to check your rates, though. #EFAchat

@writingdownlife @efafreelancers Hi Patty #efachat

@UrbanMuseWriter @CCCopyEditor Yes! It's not about the project rate, it's about the hourly rate. Time = money. #efachat

@Rogers\_Marian Having a flow of work from clients can be as valuable as a higher rate, as long as you feel you making at least the standard rate #EFAchat

@EInspirations Volunteering is a great way to get your name out there. #EFAchat

@CCCopyEditor Here's some more #freelancing "luck": a creative staffing agency found me through a keyword search on LinkedIn. #EFAchat

@EditorMark @Dottyeyes I raise my rates when I'm less hungry, but I'm also just less likely to accept lower-paying work. #EFAchat

@EInspirations I am the Virginia chapter coordinator for EFA, and I ran for chair-elect of the Mid-South Atlantic chapter of ASI. #EFAChat

@EFAFreelancers Welcome @theinspiringbee! #EFAChat

@UrbanMuseWriter @CCCopyEditor I bet you were strategic about the keywords you include on @LinkedIn, right? Not just luck, skill. ;) #efachat

@mmb064 RT @Rogers\_Marian: Having flow of work from clients can be as valuable as higher rate // agree #efachat

@Dottyeyes Good pts. on upping rates. Not always about \$, but I get wide range of rates, depndg on client. Need to better gauge work & \$. #EFAChat

@writingdownlife @urbanmusewriter Thanks. i'd never written one before but feedback received was phenom #efachat

@CCCopyEditor @UrbanMuseWriter Time = money. // Yes, I prefer to bill flat project fees, but at heart they are founded on a desired hourly rate. #EFAchat

@EditorMark @CCCopyEditor A creative staffing agency found me through a local copy editor I met on Twitter and later at an EFA event. #EFAchat

@UrbanMuseWriter @CCCopyEditor Yes, hour rates don't reward efficiency but project rates must to calculated to maintain a decent hourly rate. #efachat

@writingdownlife RT @cccopieditor: "I prefer to bill flat project fees" i've done this too and feel it works out well for all #EFAchat

@TheInspiringBee I love that Marian! And agree. RT @Rogers\_Marian You have to value your own work to have others value it. #EFAchat

@writingdownlife on the #efachat Freelance Friday, join us!

@Dottyeyes @EditorMark Yes- stomach s/b considered! But also prefer good, steady clients to late-paying ones or terrible work. #EFAChat

@sarahprotz How have I been lucky in my freelance life? By creating my own. Also: By saying yes and buying lots of people coffee. #EFAchat

@writingdownlife @theinspiringbee yes!! i refuse to down my quality and values and not everyone appreciates that (clients) unbelievably! #efachat

@TheInspiringBee Nice way of using LinkedIn! RT @CCCopyEditor a creative staffing agency found me through a keyword search on LinkedIn. #EFAchat

@UrbanMuseWriter @Dottyeyes @EditorMark Yes, it's great to have anchor clients to cushion the ups and downs of freelancing & minimize need to market #efachat

@UrbanMuseWriter You should still market even when your plate is full but anchor clients relieve the pressure

to take everything that comes your way #efachat

@Rogers\_Marian @TheInspiringBee Having confidence in your work also helps you approach new clients #EFAchat

@UrbanMuseWriter Also, the second part of this topic is earning more \$. Who wants to share tips on that? :) #efachat

@SabineTranslate All -- thanks for moral support! And such fun too. Gotta go now, bye! #EFAchat

@EInspirations RT @UrbanMuseWriter:[I]ts great to have anchor clients to cushion the ups and downs of freelancing & minimize need to market / Yes! #EFAChat

@KOKEdit .@UrbanMuseWriter Yes! I believe in doing some marketing every day, even when my workload is heavy. #EFAChat

@TheInspiringBee @writingdownlife Good for you Stacey! That's a good way to weed out clients that aren't the right fit anyway. #EFAchat

@writingdownlife Linked In is a great networking tool other writers contact me for advice, reviews humbling... they follow on twitter, friend on FB #efachat

@CCCopyEditor @TheInspiringBee That was passive marketing: I happened to have the keyword they were looking for in my LinkedIn profile. #EFAchat

@EFAFreelancers @sabineTranslate Thanks for joining us! #EFAChat

@SVB\_Editor @UrbanMuseWriter That's my situation to a T: 2 or 3 anchor clients keep me busy most of the time. #EFAChat

@UrbanMuseWriter Earning more \$: think in relationships, not individual assignments. Repurpose research or sources when you can. Choose a niche(s). #efachat

@Rogers\_Marian Mine too! RT @SVB\_Editor: @UrbanMuseWriter Thats my situation to a T: 2 or 3 anchor clients keep me busy most of the time. #EFAchat

@UrbanMuseWriter @SVB\_Editor Having those anchor clients makes freelancing less stressful as long as you aren't too reliant on too few clients. #efachat

@CCCopyEditor I also recently set up a page for my business on Facebook, and set my Tweets to post there: automatic marketing. #EFAchat

@writingdownlife RT @theinspiringbee: Good for you Stacey! That's a good way to weed out clients that aren't the right fit anyway. #EFAchat Thank you! :)

@EFAFreelancers @EFAFreelancers To dive into the second part of this #EFAChat, what has worked for you to earn more money? @UrbanMuseWriter

@mmb064 RT @SVB\_Editor: Thats my situation to a T: 2 or 3 anchor clients keep me busy most of the time. // That's my situation- 4 anchors. #efachat

@sarahprotz @SVB\_Editor @UrbanMuseWriter Love the term “anchor clients.” Sounds better than “steady contracts.” I’m not a construction worker! #efachat

@KOKEdit .@UrbanMuseWriter Yes, having a niche is good for better earnings. Once I specialized in medical editing, my income increased. #EFAChat

@SVB\_Editor @UrbanMuseWriter Maybe I am too reliant on anchor clients; they’re not likely to just disappear, though! #EFAChat

@Rogers\_Marian Increasing client base, overlapping projects, setting income goals for week/month/year #EFAchat

@EditorMark To command more money, market to your strengths, education, hobbies. People are willing to pay more if they view you as an expert. #EFAchat

@UrbanMuseWriter @KOKEdit Having a niche(s) makes you more valuable to clients & more efficient in your work. #efachat

@writingdownlife how do we compete with the outsource market? it’s painful. i’ve lost out to it even close to home. #efachat

@UrbanMuseWriter @sarahprotz Yes, not so into the term “steady contracts” #efachat

@CCCopyEditor @KOKEdit @UrbanMustWriter Having a niche can mean better earnings, altho openness to other opportunities could lead to the same. #EFAchat

@KOKEdit .@SVB\_Editor For those in publishing, anchor clients can definitely disappear, especially in light of industry changes. #EFAChat

@UrbanMuseWriter @writingdownlife Market to higher-tier clients. The ones that want outsourced content probably don’t pay that well anyway. #efachat

@UrbanMuseWriter @CCCopyEditor That’s true. I have a few niches & I’m open to other projects to keep things interesting. #efachat

@KOKEdit .@CCCopyEditor Yes, flexibility is good. Though I’ve specialized in med editing, I still take on general-interest projects. #EFAChat

@EInspirations @writingdownlife Showing that you are worth the extra expense, that they will benefit more from hiring you with your experience #EFAChat

@TheInspiringBee So true as confidence = trust in u & ur work. RT @Rogers\_Marian Having confidence in your work also helps you approach new clients #EFAchat

@CCCopyEditor @writingdownlife How to compete w/the outsource market? // Working with small publishers is one way. Finding your niche is another. #EFAchat

@SVB\_Editor @KOKEdit So true, though most of my work is not in conventional publishing any more. #EFA-Chat

@Rogers\_Marian Yes, they can! Good reason to have broad client base MT @KOKEdit: .@SVB\_Editor anchor clients can definitely disappear #EFAChat

@UrbanMuseWriter @KOKEdit Yes, I've had many clients come & go but my network & client base is large enough that I can always find something else. #efachat

@EInspirations @SVB\_Editor Yes, I have had some of my anchor clients reduce the amount of work they have been sending me. ;-( #EFAChat

@UrbanMuseWriter @CCCopyEditor @writingdownlife Yes, I think outsourced writers tend not to have deep subject matter expertise #efachat

@sarahprotz I don't have a niche (yet). Most writers I admire "specialize" in being interested in + able to learn about almost anything. #EFAChat

@CCCopyEditor I have had "anchor" clients disappear. In the end, that can be better, as it is easier to ask new clients for higher rates. #EFAChat

@UrbanMuseWriter Another way to earn more \$ is to simply ask for it. Rarely do clients offer it but sometimes there is wiggle room in the budget. #efachat

@mmb064 @SVB\_Editor: I think we are in similar situations. My top two anchors have been clients for 10 and 5 yrs, respectively. #efachat

@Rogers\_Marian @EInspirations Experience is valued by my clients #EFAChat

@KOKEdit @UrbanMuseWriter Me too--clients have come & gone bcz of economy, etc., but my client base is broad enough to keep me busy. #EFAChat

@UrbanMuseWriter @CCCopyEditor Could negotiate higher rate from the start but once you've shown value 2 a current client, you can also make the case #efachat

@CCCopyEditor @sarahprotz Niches aren't the only way, true. The important thing for me is to love what you're doing. Variety can be that. #EFAChat

@EFAFreelancers Great advice today! Many thanks to @UrbanMuseWriter. A transcript of this chat will be available on the EFA website. (con'td) #EFAChat

@EFAFreelancers We'll let you know when the transcript of today's chat is on the EFA website #EFAChat

@UrbanMuseWriter Thanks to @EFAFreelancers for hosting & everyone for tuning in! Great discussion. #efachat

@Rogers\_Marian @CCCopyEditor Yes, loving what one does! I find the editing I do is Zen-like at times. I love that. #EFAChat

@writingdownlife @sarahprotz My niche is "writingdownlife" honed it since high school. creative non-fiction, focus deeply on ppl but dont limit #efachat

@mmb064 Nice job, @EFAFreelancers! And thanks, @UrbanMuseWriter. #efachat

@EFAFreelancers Feel free to keep chatting with the #EFAChat hashtag, but the transcript of today's chat will be ending here. #EFAChat