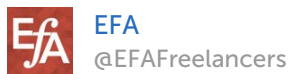


EFA Freelance Friday #EFAChat: September 23, 2016

Finding New Clients



Welcome to the Freelance Friday tweet chat! Use hashtag [#EFAchat](#) to be included in today's transcript.



Today's [#EFAchat](#) is being moderated by [@vsandbrook](#), a dev editor from Massachusetts. This [#EFAchat](#) will discuss finding new clients.



[#EFAchat](#) We'll use Q1, Q2, etc. for questions; please use A1, A2, etc. for your answers to each question.



[#EFAchat](#) Let's introduce ourselves. Where are you from, and what do you do?





Leslie Green
@leslieeditor

[@EFAFreelancers](#) [#EFAchat](#) Detroit. I'm a writer, editor and consultant for individuals, news orgs, marketing companies and corporations.

 11 DAYS
AGO



EFA
@EFAFreelancers

[@leslieeditor](#) Welcome! [#EFAChat](#)

 11 DAYS
AGO



Karen Wise
@wisekaren

[@EFAFreelancers](#) Hi! I'm a freelance copyeditor in Boston—mostly cookbooks and other trade nonfiction. [#EFAchat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

[@wisekaren](#) *waves from Brockton* Glad to have you! [#EFAChat](#)

 11 DAYS
AGO



Karen Wise
@wisekaren

[@EFAFreelancers](#) <waves back from Newton!> [#EFAchat](#)

 11 DAYS
AGO



Emily Buehler
@ephemerily

[@EFAFreelancers](#) [#efachat](#) Emily in Hillsboro NC. New-ish freelance editor w/focus on science papers and reports.

 11 DAYS
AGO



Kristin Tangel
@KristinTangel

Name's Kristin. I'm a copy editor and proofreader from NJ [#EFAchat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

[#EFAchat](#) Q1: Why do you seek out new clients? New rates? Fresh faces? More business? Something else?

 11 DAYS
AGO



Laura Ostendorff
@lauraediting

Freelance editor from Greer, South Carolina. I mostly work on books and blogs, which is a pretty fun combination. [#efachat](#)

 11 DAYS
AGO



Frank Cernik
@Snazzardoo

[@EFAFreelancers](#) [#EFAchat](#) Hi! I'm a developmental editor in the Hudson River Valley, mostly work with genre fiction for self-publishing authors.

 11 DAYS
AGO



Leah, agirlandaboy
@agirlandaboy

[@EFAFreelancers](#) I'm a full-service editor of mostly books, based in Oakland, CA. [#EFAchat](#)

 11 DAYS
AGO



Leslie Green
@leslieeditor

A1: All of the above. Sometimes, though, it's just about variety in the workload or new experiences. [@EFAFreelancers](#) [#EFAchat](#)

 11 DAYS
AGO



Karen Wise
@wisekaren

[@EFAFreelancers](#) A1 Often to get more of the kinds of projects I like best, so I don't feel the need to take on "filler" projects. [#EFAchat](#)

 11 DAYS
AGO



Emily Buehler
@ephemerily

[@EFAFreelancers](#) [#efachat](#) A1 More business. I'm hoping to work my way to full time editing (with writing projects filling any gaps)

 11 DAYS
AGO



[🔗](#) **Anna Biunno**
@AnnaBiunno

A1: To seek editorial variety; otherwise, I begin to lose my edge in certain critical areas or industries. [#EFAchat](#)

 11 DAYS
AGO



Deborah A. Ring
@WordBirdEditor

[@EFAFreelancers](#) Hello! Copy editor in Warwick, RI, mostly academic journals and reference books [#EFAChat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

[#EFAChat](#) Q2: Where do you start when you're looking for new business? Is your search active?

 11 DAYS
AGO



Leah, agirlandaboy

@agirlandaboy

@EFAFreelancers A1: I enjoy new opps to learn new things, but I also learned the hard way what having too few clients means. #EFAchat



11 DAYS

AGO



EFA

@EFAFreelancers

#EFAChat [twitter.com/PamelaCap1988/...](https://twitter.com/PamelaCap1988/)



11 DAYS

AGO



Leslie Green

@leslieeditor

A2: I've only been doing this FT since Jan. Typically, I look to organizations I respect. Most often, I'm referred. @EFAFreelancers #EFAchat



11 DAYS

AGO



Deborah A.

Ring

@WordBirdEditor

@EFAFreelancers A1: To avoid putting too many eggs in one client's basket #EFAChat



11 DAYS

AGO



Monocle Editing

@MonocleEd

Sorry I'm late. I'm Barbie Halaby, editor/proofreader of academic and self-publishing work currently living in the Baltimore area. #EFAChat



11 DAYS

AGO



Dawn McIlvain Stahl

@PurplePenning

Editorial freelancers: #EFAchat is happening NOW. And they're talking about finding clients.



11 DAYS

AGO



Leslie Green
@leslieeditor

What's the best way to keep up with trends? [@EFAFreelancers](#) [@PamelaCap1988](#) [#EFAchat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

[#EFAChat](#) Q3: (Building on [@leslieeditor](#)'s answer) If you get referrals, how have you built relationships to keep them coming?

 11 DAYS
AGO



Monocle Editing
@MonocleEd

A1: I strongly believe in diversity: eggs in multiple baskets and all that. It helps to bring in higher rates but not necessary. [#EFAChat](#)

 11 DAYS
AGO



Leah, agirlandaboy
@agirlandaboy

[@EFAFreelancers](#) A2: Ppl usually find me, rather than vice versa, but I do say yes as often as possible just to open that door. [#EFAchat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

If you're just joining us, don't forget to put [#EFAChat](#) in your replies so we all see them!

 11 DAYS
AGO



Monocle Editing
@MonocleEd

A2: Currently looking to expand the fiction side of business. Working up to cold-emailing small pubs. Also sharing via Twitter. [#EFAChat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

#EFAChat Q4: Has cold-emailing or cold-calling brought you business?

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

#EFAChat [twitter.com/PamelaCap1988/...](https://twitter.com/PamelaCap1988/)

 11 DAYS
AGO



Leah, agirlandaboy
@agirlandaboy

@EFAFreelancers A3: I say yes more often than I probably should! #EFAchat

 11 DAYS
AGO



Leslie Green
@leslieeditor

A3: Securing contracts w/good clients & treating them like gold is helpful. They tend to add a variety of projects @EFAFreelancers #EFAChat

 11 DAYS
AGO



Monocle Editing
@MonocleEd

A3: I've not had referrals in fiction yet (some in academia) but I predict being a decent human being helps--and asking for them! #EFAChat

 11 DAYS
AGO



Editor Mark Allen
@EditorMark

@MonocleEd Diversity is why I love doing what I do. #EFAChat

 11 DAYS
AGO



Deborah A.

Ring

@WordBirdEditor

[@EFAFreelancers](#) A4: Haven't tried it yet, wondering how others have fared [#EFAChat](#)



11 DAYS

AGO



Stephanie

@SLLEditorial

[@EFAFreelancers](#) Q4: Haven't tried yet, but I got an internship this way in college [#EFAChat](#)



11 DAYS

AGO



Leah, agirlandaboy

@agirlandaboy

[@EFAFreelancers](#) A4: Never. I've at least needed to know someone from within an organization. [#EFAChat](#)



11 DAYS

AGO



Adam Rosen

@adammmmmrosen

[@PamelaCap1988](#) [@EFAFreelancers](#) Don't mean to hijack, but care to clarify the kinds of trends you're thinking about? [#EFAChat](#)



11 DAYS

AGO



Monocle Editing

@MonocleEd

[@EditorMark](#) Me too! It's why I wouldn't want to give up my academic work. I learn fascinating things every day. [#EFAChat](#)



11 DAYS

AGO



Pamela Capraru
@PamelaCap1988

[@EFAFreelancers](#) [#EFAChat](#) No. 100% repeat/referrals. The coldest I'll go is a warm lead. Also follow many job boards for current skill sets.

 11 DAYS
AGO



SheilaGibsonStoodley
@SGSwritereditor

[@EFAFreelancers](#) Sorry to come late to [#EFAchat](#) but glad I made it.

 11 DAYS
AGO



EFA
@EFAFreelancers

[@SGSwritereditor](#) \0/ [#efachat](#)

 11 DAYS
AGO



Leslie Green
@leslieeditor

A4: I've tried a couple of times, but the lag time in getting a response didn't jibe w/my workload.
[@WordBirdEditor](#) [@EFAFreelancers](#) [#EFAchat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

[#EFAChat](#) Q5: When you **have** a new client, how do you start things off on the right foot for you both?

 11 DAYS
AGO



LadyLyannaforPrez
@SheckyX

[@EFAFreelancers](#) A1: Calendar's mostly filled these days, so I don't seek them out, but I do welcome them for all of those reasons. [#EFAchat](#)

 11 DAYS
AGO



Leslie Green
@leslieeditor

A4 1/2: I like that. Warm leads. Those have panned out. [@PamelaCap1988](#) [@EFAFreelancers](#) [#EFAChat](#)

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

[@EFAFreelancers](#) A5: Take notes. Be responsive. Keep a style sheet. Communicate often. Ace the first job, show interest in more. [#EFAChat](#)

 11 DAYS
AGO



Monocle Editing
@MonocleEd

A5: Respectful communication. No snarky jokes (whereas once the relationship is solid, they're permissible in my world!). Details! [#EFAChat](#)

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

[@EFAFreelancers](#) [#EFAChat](#) A5: Focus on the client's requirements, not my own needs or process. Be flexible.

 11 DAYS
AGO



Kristin Tangel
@KristinTangel

Q5: I try not to get their expectations too high. [#EFAchat](#)

 11 DAYS
AGO



Monocle Editing

@MonocleEd

A5: Be honest about your expectations but understanding about a client's limitations. Esp. new authors. Sometimes coaching works. #EFAChat



11 DAYS

AGO



Leslie Green

@leslieeditor

A5: Sit down (or conference) @ expectations, process... Check in a frequently as needed to deliver on expectations. @EFAFreelancers #EFAChat



11 DAYS

AGO



EFA

@EFAFreelancers

The other side of reality! Can't promise the moon if you can't deliver the moon, no matter how great the client is.... twitter.com/i/web/status/7...



11 DAYS

AGO



LadyLyannaforPrez

@SheckyX

@EFAFreelancers A2: Back when I did that, it was largely through paying attention to industry people on social media. #EFAchat



11 DAYS

AGO



Leah, agirlandaboy

@agirlandaboy

@EFAFreelancers Complete the job with the usual high standards, but also make sure I'm being compensated fairly from the start. #EFAchat



11 DAYS

AGO



LadyLyannaforPrez

@SheckyX

@EFAFreelancers A3: Doing the best job I can do, following up, expressing interest in continuing to work w/ them. Corny but true. #EFAchat



11 DAYS

AGO



SheilaGibsonStoodley

@SGSwritereditor

@KristinTangel Yep, under-promise and over-deliver. #EFAchat



11 DAYS

AGO



SheilaGibsonStoodley

@SGSwritereditor

@MonocleEd @EFAFreelancers Thanks! And good to see you here. #EFAchat



11 DAYS

AGO



Monocle Editing

@MonocleEd

@agirlandaboy @EFAFreelancers It is good to remember we are likely to be better at meeting high standards if we are paid fairly. #EFAchat



11 DAYS

AGO



LadyLyannaforPrez

@SheckyX

@PamelaCap1988 @EFAFreelancers This. *Exactly* this. #EFAchat



11 DAYS

AGO



Dawn McIlvain Stahl

@PurplePenning

Q5: Definitely clear & respectful communication. Kick-ass style sheets & just a touch of extra care with a first project helps too. #EFAchat



11 DAYS

AGO



EFA
@EFAFreelancers

Digging a bit deeper...#EFAChat Q6: Have you had success finding new clients with online freelancing hubs like Elance/Upwork or others?

 11 DAYS
AGO



Jake Poinier
@DrFreelance

Seconded. #EFAChat [twitter.com/EditorMark/sta...](https://twitter.com/EditorMark/status/791111111)

 11 DAYS
AGO



EFA
@EFAFreelancers

(Also, if there are questions you'd like asked, @ or DM this account! #EFAChat)

 11 DAYS
AGO



Leah, agirlandaboy
@agirlandaboy

@MonocleEd @EFAFreelancers That's not my approach. I've done amazing work for peanuts many, many times. Once I figured that out... #EFAchat

 11 DAYS
AGO



Leslie Green
@leslieeditor

A6: I haven't tried those. Would love to hear more. @EFAFreelancers #EFAchat

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

@EFAFreelancers #EFAChat Under-promise, over-deliver. Notice issues they may not have considered or even known to look for. Solve them.

 11 DAYS
AGO



Monocle Editing

@MonocleEd

@EFAFreelancers A6: I haven't even tried. They get terrible reviews overall, and I'm in no hurry to race to the bottom. #EFAChat



11 DAYS

AGO



Anna Biunno

@AnnaBiunno

A5: Specify critical milestones, then report in to client w/progress & determine whether anything changed since last communication #efachat



11 DAYS

AGO



Jake Poinier

@DrFreelance

Exactly. You have a lot more freedom and risk protection w/ diverse client base #EFAChat
twitter.com/MonocleEd/stat...



11 DAYS

AGO



Leah, agirlandaboy

@agirlandaboy

@MonocleEd @EFAFreelancers I realized I had to be sure I was charging enough to make it worth my time. I won't do anything less #EFAchat



11 DAYS

AGO



Leah, agirlandaboy

@agirlandaboy

@MonocleEd @EFAFreelancers than my best work because my reputation--the heart of my business--is at stake. #EFAchat



11 DAYS

AGO



Laura Ostendorff
@lauraoediting

A6: Been on Upwork for a little over six months and found my first fantastic client there but overall don't believe it's worth it. #efachat

 11 DAYS
AGO



Monocle Editing
@MonocleEd

@agirlandaboy @EFAFreelancers You and me both. I used to be poster child for "get more than you pay for." Not fun or sustainable. #EFAChat

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

#EFAChat A5: New client, gov't report. Gold—may lead to more. Whole thing in Times New, incl. subheds. Added fresh... twitter.com/i/web/status/7...

 11 DAYS
AGO



Leah, agirlandaboy
@agirlandaboy

@leslieeditor @MonocleEd @EFAFreelancers I've done it, and it's not all bad, but it does make it harder to raise rates later. #EFAchat

 11 DAYS
AGO



SheilaGibsonStoodley
@SGSwritereditor

@EFAFreelancers Ok, I have a Q. What was the least likely or most unexpected way that a client came to you? #EFAchat

 11 DAYS
AGO



Leslie Green
@leslieeditor

[@EFAFreelancers](#) How do you what clients to try? Like individuals you don't know. Can you trust they'll pay? [#EFAChat](#)

 11 DAYS
AGO



EFA
@EFAFreelancers

Thanks, [@SGSwritereditor](#)! Make that Q7: What was the least likely or most unexpected way that a client came to you? [#efachat](#)

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

[@agirlandaboy](#) [@EFAFreelancers](#) [@MonocleEd](#) [#EFAChat](#) True words. That weeds out the clients who don't value you enough to pay for best work.

 11 DAYS
AGO



EFA
@EFAFreelancers

And [#EFAChat](#) Q8 from [@leslieeditor](#): How do you what clients to try? Like individuals you don't know. Can you trust they'll pay?

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

[@EFAFreelancers](#) [#EFAChat](#) A6: Haven't used them. I'm more old school, one on one. Will check them out.

 11 DAYS
AGO



Jake Poinier
@DrFreelance

Q6 Avoid 'em like the plague, personally. But if someone's having success with them, I won't argue ;) #EFAChat [twitter.com/EFAFreelancers...](https://twitter.com/EFAFreelancers)

 11 DAYS
AGO



Monocle Editing
@MonocleEd

No, but. There's always a "but." Starting out, switching fields/genres, passionate re:a cause, etc. Don't forget fo... twitter.com/i/web/status/7...

 11 DAYS
AGO



Laura Ostendorff
@lauraoediting

A6: Clients on sites like Upwork tend to have very unrealistic ideas about editing rates. #efachat

 11 DAYS
AGO



EFA
@EFAFreelancers

A7 (personally): Tied between a completely cold email and a referral from an in-house job I turned down! #EFAChat

 11 DAYS
AGO



Dawn McIlvain Stahl
@PurplePenning

Q7: The first client I got because of my social media presence was like magic. I wasn't on Twitter to get clients, but it happened. #EFAchat

 11 DAYS
AGO



Jake Poinier
@DrFreelance

Q7 On the barstool next to me at a local watering hole. Always carry biz cards, yo #EFAChat

 11 DAYS
AGO



Emily Buehler
@ephemerily

[@SGSwritereditor](#) [@EFAFreelancers](#) [#efachat](#) Hiding in kitchen at loud party, talking to birthday girl's mom, she recommended someone

 11 DAYS
AGO



Leslie Green
@leslieeditor

Fair is relative. If you like eating and if it's work you love & don't want to give up, than it's fair.
[@MonocleEd](#) [@EFAFreelancers](#) [#EFACHat](#)

 11 DAYS
AGO



LadyLyannaforPrez
@SheckyX

[@EFAFreelancers](#) A7: It always somehow surprises me when a client cold-contacts me because of a personal recommendation. [#EFACHat](#)

 11 DAYS
AGO



Monocle Editing
@MonocleEd

[@SGSwritereditor](#) [@EFAFreelancers](#) A PM moved to new press and asked me to work for her (via LinkedIn). I thought that was a myth. [#EFACHat](#)

 11 DAYS
AGO



Dawn McIvain Stahl
@PurplePenning

Q7: I was also surprised to get referrals from a small business owner who didn't use my services because my rates were too high. [#EFAchat](#)

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

#EFAChat A8: Standard freelance agreement or email trail. Ask around town or online. If they sound sketchy or promi... twitter.com/i/web/status/7...

 11 DAYS
AGO



Emily Buehler
@ephemerily

@SGSwritereditor @EFAFreelancers #efachat Also my one encounter with "speed dating" led to an assignment--made the whole experience worth it

 11 DAYS
AGO



Leah, agirlandaboy
@agirlandaboy

@EFAFreelancers A7: Twitter! A follower hooked me up ten years ago and I'm still taking projects with that publisher. #EFAchat

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

#EFAChat A8: Can also ask for a deposit up front and pmt schedule. Many editing forums on LinkedIn discuss this iss... twitter.com/i/web/status/7...

 11 DAYS
AGO



Leslie Green
@leslieeditor

A7: Got a client because of board membership. Someone told a manager @ my work. I was hired for my affiliation. @EFAFreelancers #EFAChat

 11 DAYS
AGO



Monocle Editing
@MonocleEd

@EFAFreelancers @leslieeditor A8: 50% deposit up front. Always for strangers. #EFAChat

 11 DAYS
AGO



Jake Poinier
@DrFreelance

A8 always get deposit from 1st time client. Big-time #redflag if they resist #EFAChat

 11 DAYS
AGO



Monocle Editing
@MonocleEd

@ephemerily @SGSwritereditor @EFAFreelancers That is awesome! :D #EFAchat

 11 DAYS
AGO



LadyLyannaforPrez
@SheckyX

@EFAFreelancers #EFAChat A8: I haven't had trouble with nonpayment since a small house I worked with got sold, and I take new clients...

 11 DAYS
AGO



SheilaGibsonStoodley
@SGSwritereditor

@ephemerily @EFAFreelancers Wow! I think you win, so far, for least likely way to meet a client. #EFAchat

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

@PurplePenning @EFAFreelancers A7: Agreed. I engage often on LI and Twitter, to be visible, without expectations of work. #EFAChat

 11 DAYS
AGO



LadyLyannaforPrez

@SheckyX

[@EFAFreelancers](#) [#EFAChat](#) A8 (cont.): ...almost exclusively through personal recommendation, so I'm a bit insulated from the problem.



11 DAYS

AGO



Monocle Editing

@MonocleEd

[@EFAFreelancers](#) What about finding indie clients? Cold calls won't be appropriate. Referrals may not work if you are just starting. [#EFAChat](#)



11 DAYS

AGO



Pamela Capraru

@PamelaCap1988

[@PurplePenning](#) [@EFAFreelancers](#) [#EFAChat](#) A7: New client, friend of my parents, linked to pal from Grade 5. Chat next day led to \$\$\$ report.



11 DAYS

AGO



LadyLyannaforPrez

@SheckyX

[@EFAFreelancers](#) A8 (part 2): I have never accepted an up-front deposit, but I've also always had mutual contacts. Built-in support. [#EFAChat](#)



11 DAYS

AGO



EFA

@EFAFreelancers

[#EFAChat](#) Q9 from [@MonocleEd](#): What about finding indie clients? Cold calls won't be appropriate. Refs. may not work if you are just starting.



11 DAYS

AGO



Pamela Capraru
@PamelaCap1988

@ephemerily @EFAFreelancers @SGSwritereditor You go! #EFAChat



Jake Poinier
@DrFreelance

A7 @PamelaCap1988 @PurplePenning @EFAFreelancers yes! big diff btwn networking long term & selling #EFAChat



Dawn McIlvain Stahl
@PurplePenning

Q8: Get a signed work agreement & partial payment up front. But other than that, do a little research; trust your gut and humanity. #EFAchat



Pamela Capraru
@PamelaCap1988

@SheckyX @EFAFreelancers A7: It surprises me when I find \$100 bills on the sidewalk. But I pick them up and keep my eyes peeled. #EFAChat



LadyLyannaforPrez
@SheckyX

@EFAFreelancers A9: That's a tough one; I started by working w/ little houses. 1st indie client found ME through mutual SM friend. #EFAChat





Pamela Capraru
@PamelaCap1988

@EFAFreelancers @MonocleEd A9: Marketing, assoc. membership w. online listing. Word of mouth to EVERYONE. First-rate website, SEO. #EFAChat

 11 DAYS
AGO



Monocle Editing
@MonocleEd

@SheckyX @EFAFreelancers SM? #EFAChat

 11 DAYS
AGO



LadyLyannaforPrez
@SheckyX

@EFAFreelancers Have to sign off to finish today's work + house stuff. Have fun, folks! #EFAChat

 11 DAYS
AGO



LadyLyannaforPrez
@SheckyX

@MonocleEd @EFAFreelancers Social media. #EFAChat

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

@EFAFreelancers @MonocleEd A9: Avoid clients whose work is riddled w. errors. Tempting but NO. Seek those who value flawless work #EFAChat

 11 DAYS
AGO



EFA
@EFAFreelancers

#EFAChat Q10: Have you referred work to another freelancer if the job isn't in your skill set? What makes you comfortable enough to do so?

 11 DAYS
AGO



Frank Cernik
@Snazzerdoo

[@lauraoediting](#) [#EFAchat](#) Just looked at the site, and it makes us look like fungible products. Not interested to be supermarket produce.

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

[@EFAFreelancers](#) [#EFAChat](#) A10: Yes, and received referrals the same way. Knowing I can't fit the job in. Or that OP is a better fit.

 11 DAYS
AGO



Monocle Editing
@MonocleEd

[@PamelaCap1988](#) [@EFAFreelancers](#) So not by direct contact? Just be out there, findable and flawless? Good plan! [#EFAChat](#)

 11 DAYS
AGO



Laura Ostendorff
@lauraoediting

[@Snazzerdoo](#) Sadly, that's a pretty good comparison. [#efachat](#)

 11 DAYS
AGO



Leslie Green
@leslieeditor

[@EFAFreelancers](#) A10: Yes, when it's a writer/editor I know has the same work ethic as I and has the skill set to deliver. [#EFAChat](#)

 11 DAYS
AGO



SheilaGibsonStoodley
@SGSwritereditor

[@PamelaCap1988](#) [@EFAFreelancers](#) [@MonocleEd](#) This is an excellent observation [#EFAchat](#)

 11 DAYS
AGO



Monocle Editing
@MonocleEd

@EFAFreelancers A10: yes. Disclaimer that I don't/can't vouch for their work, and only to those with a respectable online presence. #EFAChat

 11 DAYS
AGO



Pamela Capraru
@PamelaCap1988

@leslieeditor @EFAFreelancers #EFAChat Twitter follows. LinkedIn groups. News. Read feeds regularly, incl. personal ones.

 11 DAYS
AGO



Anna Biunno
@AnnaBiunno

A10: Must know the freelancer and their work. Once you refer them, you have essentially endorsed them. You trade on integrity #efachat

 11 DAYS
AGO



SheilaGibsonStoodley
@SGSwritereditor

@MonocleEd @EFAFreelancers How do you define 'respectable online presence'? #EFAchat

 11 DAYS
AGO



EFA
@EFAFreelancers

Wow, it's already 4:02 #EFAChat! What a great conversation this has been! (1/2)

 11 DAYS
AGO



Jake Poinier
@DrFreelance

A10 this x1000 #EFAChat [twitter.com/AnnaBiunno/sta...](https://twitter.com/AnnaBiunno/status/7811111111)

 11 DAYS
AGO



EFA
@EFAFreelancers

(2/2) Please keep talking if you're enjoying! I won't stop end the transcript till 4:15, at least.
[#EFACHat](#)

11 DAYS
AGO



Jake Poinier
@DrFreelance

thx for hosting [@EFAFreelancers](#) great session [#EFACHat](#)

11 DAYS
AGO



Monocle Editing
@MonocleEd

[@SGSwritereditor](#) Don't scream at others online; don't complain (too much) about clients; share or write valuable, smart content. [#EFACHat](#)

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EFA
@EFAFreelancers

.[@DrFreelance](#) Made greater by those who joined in! [#EFACHat](#)

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Monocle Editing
@MonocleEd

[@SGSwritereditor](#) In short, be someone I would want to work with, someone who seems to know their niche and value their craft. [#EFACHat](#)

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Dawn McIlvain Stahl
@PurplePenning

A10 I refer often (and get referrals) but only if I know the other person's work. I used to subcontract quite a bit. [#EFACHat](#)

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Dawn McIlvain Stahl
@PurplePenning

Thanks, @EFAFreelancers! Glad I could make it to at least one #EFAchat this year! 😊

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Pamela Capraru
@PamelaCap1988

@EFAFreelancers #EFAChat Thx! My 1st Twitter chat. How do I see EVERY tweet & reply (selected)? I dove in, but I know I'm missing parts.

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SheilaGibsonStoodley
@SGSwritereditor

@MonocleEd (stands and applauds) #EFAchat

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Pamela Capraru
@PamelaCap1988

@EFAFreelancers #EFAChat What is this transcript you speak of? ;-) Does that mean every Tweet and reply? #oldschool

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Monocle Editing
@MonocleEd

@PamelaCap1988 @EFAFreelancers Type "#EFAChat" in the search box, then click the button along the top that says "all" or "live."

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Pamela Capraru
@PamelaCap1988

@MonocleEd @SGSwritereditor #EFAChat Brilliant points.

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Pamela Capraru
@PamelaCap1988

@MonocleEd @EFAFreelancers #EFACHat Yay! Now I can see everybody's posts. A1 experience. Surprised myself w. how much I've learned lately.

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Pamela Capraru
@PamelaCap1988

@SGSwritereditor @MonocleEd @EFAFreelancers #EFACHat Strong LinkedIn profile. Directory listing. Google results w. past/present clients.

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Pamela Capraru
@PamelaCap1988

@lauraediting #efachat True words. Like content mills. Ugh.

 11 DAYS
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Pamela Capraru
@PamelaCap1988

@lauraediting #efachat In print for 20+ years. Want to jump online. How did you find work editing blogs? Who has the \$\$ to pay an editor?

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EFA
@EFAFreelancers

It's time to end today's #EFACHat. The written transcript will end here. Thanks for a great discussion! See you next time.

 11 DAYS
AGO