

Issue 30 - November 2009

It's beginning to look a little bit like Christmas... and as usual my house is full of small over-excited Christmas fairies (and one big one, me!). Gratefully, work is also coming thick and fast but I'll be happy for a little lie down (and maybe a glass of wine or several) over the summer break. 2010 is shaping up to be a bumper year, both professionally and personally - big white wedding anyone? I'm hoping to publish my next book, run a few courses, make some more films, and have the same fun as ever. With the coming year in mind, and the economy still a little shaky, I know some people might be considering a return to the "9 to 5". This month we look at tips on how to manage that, as well as a contracts FAQ. And until next time, may your freelancing make you happy!!

Monica



Freelance F A Qs

Dear Monica,
Do I always have to have a big chunky contract? Some of my clients might be put off. GM

A contract of some kind is best, although a verbal contract is not ideal. If you make a verbal agreement with a client you can utterly trust, fine. If it's a new client, though, or if your gut instinct tells you to be careful, go with something in writing. Even a carefully worded 1 page contract is better than nothing. Visit <http://www.artslaw.com.au> for some excellent samples of contracts for a wide number of creative situations. You can also put Terms and Conditions (T&C) on your website or as a signature to your emails. T&C's alert future clients to your basic working policies. They can include anything you think is important. Point them out, and then the understanding is that your client agrees to them if you are hired.

Fancy an answer? Email faq@freelancesuccess.com.au

Feature Article: Returning to a "Real" Job

I often encounter previous students who nervously tell me that they've returned to more traditional employment. No need for nerves! I support anyone who wants to go back to the "9 to 5". After all, freelancing is not for everyone.

Firstly, going back does *not* mean you have failed. You simply tried something different, and it's either not the choice for you or not the right time to continue. Think positively about your freelance experience instead of beating yourself up.

It's a good idea to bear in mind how a prospective employer might consider your time spent freelancing. Many employers might be nervous about your previous independence, particularly if you've not had a regular job for some time. Are you going to be reliable? Or will you simply fly away when the mood takes you?

It probably helps to explain to a prospective employer *why* you went freelance in the first place. The truth may not be your best tactic, it depends on your reasons. If you simply had to get out of the rate race, best keep that to yourself. Saying you wanted to broaden your professional horizons is better. You might also explain that you went freelance for personal reasons, which is general enough to be non-threatening.

Also play up the positive experiences that freelancing has given you. You are probably more self-motivated. You'll find things to do instead of waiting to be told. You are used to thinking creatively and coming up with left-of-centre ideas. You can work independently as well as in a group. You might be suited to a role that requires leadership because you've been your own boss and know how that works.

Remember, this also doesn't have to be a lifetime choice. It might just be a choice for now. Going back to the 'real' job is not a forever decision, if you don't want it to be. Freelancing is the most faithful lover you'll ever have. It will wait for you, even for years, even until you are old and grey. You can always go back, and you'll be much better for your employee experience if you do.

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AdHOC

The Freelance Success Newsletter

What's Up Freelance Success?

◆ Final Sandpits for the Year!

This year has been gangbusters for The Sandpit, our non-networking night. What started as a few mates getting together once a month in Sydney has grown to four cities in Australia and more on the way. Our final confirmed Sandpits are...

Sydney—Wed 28th November from 7pm. We're trying out a new venue, Zanzibar Rooftop!

Melbourne—Thursday 3rd December from 7:30pm, once again at the fabulous Loop Bar.

Brisbane—Wednesday 9th December from 7pm. The new venue is Merthyr Bowls Club!

Find us on **Facebook** or visit www.freelancesuccess.com.au/thesandpit. Want to start your own? Get in touch now!

◆ The last workshop as well, until 2010...

And it's in Sydney at the Sydney Community College. It contains all the usual wonderful information that you need about being in creative business, including setting up, managing your money, tax necessities, legal stuff and marketing.

Title? Creative + Business

When? 3 Saturdays, starting on Saturday 21st November and finishing Saturday 5th December.

Time? 9am to 4:30pm each day.

Where? Leichhardt High School, Cnr Moore St and Balmain Rd Leichhardt. Parking available.

Cost? \$249.

To enrol, or for more information please visit their website at www.sydneycommunitycollege.com.au/course/BSCD2 or call the office during business hours on 02 8752 7555.

Next mailout... Friday 18th Dec 09

freelance success

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