

Home Again Home Again

... and back to a whole mess of excitement. The books are being negotiated and all is wonderful, I'm throwing a big Christmas party in Sydney, and yet I've had so few enrolments in the November classes that I've had to cancel one. All of which made me think about what a risky thing it is that we do, throwing caution to the wind to lead the most creative and fulfilling lives we can. And so an article was born! See you at the party!

Monica
journalist



Freelance F A Qs

*Dear FAQs,
I've only just started freelancing, so I'm a bit naïve. Today I met with a new client who showed me our contract and said it was standard, so nothing could be changed. Is this true?*

Jenny

There's no such thing as a standard contract. Everything in a contract can be changed until it's signed, that's what the signature means - "I've read this and I don't wanna change a thing". What your client means is they don't want to change anything. Which gives you the choice - accept the contract as it is, or don't. You can try and haggle, but it probably won't do much good. And be warned - in my experience, headline clients like this are the worst to work for. Sorry!

*Dear FAQs,
I don't agree that we should be business people. Won't that kill our artistic integrity? Why should we conform to what society wants? It doesn't feel right.*

- Mr Principles

Then don't do it. My way isn't the only way, lots of creative people do well and never open an accounts book. I've just found that setting up a business gives some people structure in an otherwise chaotic creative world, which suits some and not others.

Want to ask FAQs? Email us at faq@freelancesuccess.com.au and all the answers are yours!

Feature Article: The Art of Taking Risks

If you're contemplating or living the creative freelance life, you're probably already a risk taker. Trying to make money from your craft is a bold step, and most people would never be so brave. However, you choose a life of risks when you choose freelancing. How do we cope with that day to day?

If you never take risks, you'll never get ahead in your creative career. It's as simple as that, but it's a hard truth to swallow. With grown-up responsibilities like a house or a family it gets even harder. The trick is to weigh up the pros and cons of every risk, and see how it might work out.

Firstly, decide how far you'll go for what you want. I'll risk almost anything to get ahead, except my family's wellbeing. If my chances of supporting them financially or emotionally are going to be limited by a project, then it's a no go. I try and balance that maternal need (and yes, guilt) with the understanding that if I fail, I'll take them with me. I also know the only sure way to fail is to do nothing. Art is risk.

There's always the "no pain, no gain" attitude, which is great for sports but a little less tempting for those of us who prefer the couch to the field. Still, working as hard as you can on your risky venture will at least speed up the process - if you're going to fail, at least you'll fail quickly. The sooner you brush yourself off, the sooner you can start again.

If the thought of staying where you are and not taking the risk is more painful than the idea of failing, then it's time to act. Think about the worst possible case scenario. If that doesn't turn your stomach, go for it. If you can afford to lose whatever failure would cost, then really you have nothing to lose at all.

The most exciting times in life come when we succeed against the odds, in the face of failure and knowing that we did an extraordinary thing. Don't deny yourself the chance to have that feeling, it gives you confidence to try for even greater success. Just be aware that sleepless nights might await you while you think about all that could go wrong.

Finally, a word from the author Goethe - "Whatever you can do, or dream you can, begin it. Boldness has genius, power and magic in it." Ain't that the truth.

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The Freelance Success Newsletter

What's Up Freelance Success?

◆ The last Freelance Success Workshop for 2006 starts **next week** at Bondi Junction! I had NO enrolments at all in the Forestville workshop, so sadly it's been cancelled. There are still about 10 places in the Bondi workshop, though, and it's definitely going ahead. It runs 6 - 9pm every Thursday evening from **Thursday 9th November** for 6 weeks at Waverly Library. You can enrol securely online at www.freelancesuccess.com.au/enrolments or call the office and we can chat directly!

◆ If you **Pass It On** you can get an early Chrissie present. I hate to ask, but so many of you have told me that you have friends who'd like to come along to the workshop. I'd like my last one for 2006 to be a bewdy, so if you have interested friends please let them know about the Bondi class. You'll get a **\$30 gift voucher** if they nominate you as their Pass It On referral. Noice!



◆ **The Christmas Party is booked for a new date!** The Christmas Party is a definite, for Friday 1st December from 7pm (apologies for the date change, we had venue problems) New venue - Level 1, the Marlborough Hotel in Newtown (cnr King St and Missended Rd). I'll send you a proper invite in a week or so. It's free, with food laid on, and a few surprises in store. Write up your diaries, it should be a blast!

Next mailout... Friday 1st December

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