

### Hey Mr Taxman!

I've been having nightmares that I'm being audited by a rep from the ATO who looks just like Eartha Kitt, except Cajun... very spooky. Perhaps it's because my taxes are still not done, even though the deadline is screaming towards me! Don't despair if you're in the same boat, you still have until October 31st to get your taxes organised (and more time if you have an accountant). I just wish this crazed phantom would leave me alone!

*Monica*



### Freelance F A Qs

*Dear Monica,  
I build websites and was wondering who the copyright belongs to? I assume it belongs to my clients. I also do some freelancing writing. Does the copyright belong to the person who commissioned the work? Am I free to sell it to others after it's published? I don't have a contract for this any of this work.*

*Renee*

In both cases you are simply *licensing*, or leasing your copyright, because there's no written agreement that specifically mentions copyright. Copyright can only be sold outright (called *assigning*) via written agreement. With nothing in writing, it's legally impossible to sell copyright.

A licensing arrangement is therefore up to you and your client. Be aware that most clients will assume that they own the work, so firstly you'll have to address that issue with them.

Licensing usually covers four main areas - how long the work will be used for, by whom, in what territory, and in what way. The legal assumption is that your clients can use your work exclusively for a year, in any territory they like. After that, it belongs to you again and you can sell it on to the highest bidder!

Fancy an answer? Email [faq@freelancesuccess.com.au](mailto:faq@freelancesuccess.com.au) and we'll get back to you!

### Feature Article: Feeling the Money

The tax deadline brings up a whole lot of emotions for many of us. Some of us get the urge to bury our heads in the sand, and give a boxful of receipts to our annoyed accountant. Some put off dealing with our tax until the last possible minute. Some of us don't deal with it at all.

These emotions are real, and we need to address them. Our feelings about tax, and money in general, are supremely important when all our money is our responsibility. There's no weekly pay cheque to bail us out of the hole. If we're freaking out, the chances are we're not looking after our money in the best way.

So, what are your money emotions? Do you let them rule your money choices? Why not take a moment (and perhaps a soothing glass of wine) to think about these issues now. Starting to understand your feelings about money can be helpful when taking control of your finances. Do you -

- ◆ Put off having to make financial decisions?
- ◆ Wonder where that money went that was in your wallet yesterday?
- ◆ Use spending to cheer yourself up?
- ◆ Avoid spending money, even when it would be wise to?

Being more responsible for your financial situation means thinking about how you and your money interact. Don't beat yourself up, just be objective. All human beings are silly with money. We have all been known to spend when we feel depressed. We use money as ammunition when we fight with our partners. We rebel against our fears by not paying attention to our finances. We tell people we don't care about money when we really do. Fear, guilt, anger, shame ... money can provoke or inflame all of these.

The best way to address your money emotions is to have a good look at them in the light of day. Identify the triggers that prompt your money emotions. Understand that what you are feeling is *not* fact. It's an emotion. If you can at least catch yourself in the act, you can start freeing yourself from the emotional rollercoaster. You may not be able to rid yourself of your money emotions completely, but you won't be captive to them for long.

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# AdHoc

The Freelance Success Newsletter

### What's Up Freelance Success?

#### ◆ Last Sydney workshop for the year is coming!

People have already started to enrol for this one so it's a good idea to jump in! The last Sydney workshop starts Saturday 3rd Nov, in the city. For info visit [www.freelancesuccess.com.au/enrolments](http://www.freelancesuccess.com.au/enrolments), or call the office on 02 9516 5312. The cost is \$330.

**Dates:** 3rd, 10th & 17th Nov 07

**Times:** 9:30am to 5pm

**Venue:** Mechanics School of Arts Level 1, 280 Pitt Street, Sydney

#### ◆ Perth hosts Running Your Own Creative Business.

This new workshop, based on the *Freelance Success* workshops and led by moi, is still coming to Perth in late November. We're just waiting for our venue to be confirmed, so stay tuned! Next newsletter all will be ready.



#### ◆ A new Freelance Success website is on it's way.

Next month you'll see a lovely updated website! More courses, resources and loads more information, plus a better Jobs site, and a page dedicated to profiles of prominent creative freelancers working in Australia and overseas. Stay tuned!

#### ◆ The Christmas Party is coming too - get ready!

Last year's party was a smash, with loads of lucky door prizes, yummy food, and a somewhat blurry karaoke session that lasted to the wee hours. I'll let you know the date soon...

Next mailout... Friday 2nd Nov 07

*freelance success*

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