



SHOULD I GO FREELANCE? A 35 POINT CHECKLIST TO WORK OUT IF IT'S RIGHT FOR YOU

1. Are you a self starter? Do you have the self-discipline to sit down and do what needs to be done, even if the task is tedious? **Yes/No**
2. Are you good at planning your time and meeting deadlines? **Yes/No**
3. Do you enjoy setting goals and consistently meeting them? **Yes/No**
4. Could you delegate? Can you trust others to do at least as good a job as you? **Yes/No**
5. Are you a quick learner? Do you like learning new things? How do you feel about learning bookkeeping, selling skills or how to update your website, for example? **Yes/No**
6. Do you have current, marketable skills... skills for which people are prepared to pay for? **Yes/No**
7. Do you have a particular set of skills, experience or contacts which gives you a "natural monopoly" and helps you stand out from the rest of the competition? **Yes/No**
8. Do you know what your daily rate has to be, in order for you to fulfill your income goal for the coming year (and still pay your taxes/save)? **Yes/No**
9. Do you know if the market can pay that rate? **Yes/No**
10. Do you feel comfortable charging people for your services? **Yes/No**
11. Could you sleep at night if your income fluctuated from month to month (especially if there was a month where you didn't earn enough to meet your basic outgoings)? **Yes/No**
12. Do you know who your clients would be? **Yes/No**
13. Do you know how to find them? **Yes/No**
14. Do you enjoy networking and meeting new people? **Yes/No**
15. Are you comfortable with being totally responsible for finding work? **Yes/No**

16. Are you generally well connected? **Yes/No**
17. Can you sum up what you do in a way which other people get when they ask you what you do? **Yes/No**
18. Do you know where to go to for business advice and information? Do you know who you can you talk to who is successful in your field? **Yes/No**
19. Can you work alone, and stay sane? **Yes/No**
20. Is your support network (family, close friends) behind you? **Yes/No**
21. Do you have the financial resources behind you i.e. at least 6 months salary savings in the bank? **Yes/No**
22. Are you good at budgeting? Could you keep a keen eye on the bottom line, and put off purchases you'd like to have but which you can't afford yet? **Yes/No**
23. Do you have a plan to pay the mortgage and other essential expenses while you are growing your business? (e.g. renting a spare room, freelancing for your old boss) **Yes/No**
24. Do you know *why* you want to go freelance? **Yes/No**
25. Are your reasons strong enough to motivate you through the tough times? **Yes/No**
26. Would you say you have an entrepreneurial mindset? **Yes/No**
27. Are you good at coming up with strong ideas, and following them through? **Yes/No**
28. Are you resourceful and able to get what you need? **Yes/No**
29. Do you see failure as an opportunity to learn? Can you bounce back easily? **Yes/No**
30. Do you believe in yourself? **Yes/No**
31. Are you passionate and enthusiastic by nature? **Yes/No**
32. Are you in good health, physically and mentally? **Yes/No**
33. Are you aware of the amount of time and effort building a business can take *and* are you ready, willing and able to prioritise it above your other commitments right now? **Yes/No**
34. Are you willing to do whatever it takes to be successful? **Yes/No**
35. And the most telling question... Are you *already* doing it in your spare time? **Yes/No**

Turn over the page for your results...

Results:

More than 25 yesses – Sounds like you've been thinking this through carefully, and/or you've been moonlighting or testing this out for some time. If you believe you have the right mindset and skills *and* there's a market out there for you, then you're well placed to go for your dream. To give you the best possible start, you might want to hire a coach. The right coach will help get you up and running as soon as possible. For more information, go to www.thecareercoach.co.uk and look up "Coaching for Freelancers".

Between 15 and 25 yesses – You have some of the attributes of an entrepreneur. But there's still some work to do before you're ready to start your business. Do an evening class, read books, join networking groups and have a go at doing this while you're still employed. Then if in 6 months time, if you're making money and you know for sure this is what you want to do, you'll be ready to make the leap.

Below 15 yesses – Sorry, you're just not ready. Running a business might seem the answer to your current work situation. However you've got a lot of homework to do before you're likely to make a success of it. Why not talk to a coach about it? Together you could identify the gaps and create an action plan to help you move forward. Go to www.thecareercoach.co.uk and look up "Coaching for Professionals"

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