

- Freelance Contracts Special Report -

HOW TO MAKE HUNDREDS OF POTENTIAL CUSTOMERS CALL YOU WITHOUT DOING ANYTHING!

**Learn The Easy Way To Quickly Generate
Hundreds Of Freelance Customers
Calls Without Doing Anything!!!**

By Itay Paz

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About the Author

Itay Paz

Itay Paz is widely recognized as one of the internet's leading consultants for freelancers.

He was founder and president of an ecommerce marketplace venture before he decided to take a new career tack and focus his marketing (and online marketing) efforts towards helping companies and, more specifically, freelancers and home business owners.

Itay's [Freelance Contracts in 48 Hours](#) and [The Freelance Success Ebook](#) are revered for their straight-forward, practical information, techniques and strategies for a rewarding freelancing career. His widely read weekly "[Freelance-Tips Newsletter](#)" also helps to guide freelancers along the path towards success with up-to-date information, and contributions from other successful freelancers.

When Itay isn't working, he enjoys spending time with his loving family: his wife, his three-and-a-half year old son, his new baby girl and a cat that goes by the name Shelly.

Introduction

Pssst. Can I let you in on a marketing secret?

Come closer. I don't want everyone to know about this. That's right, lean in and listen up.

Here it is...

It is possible to sit back in your freelance office while you get customers to call you!

You probably thinking, yah sure... like this is possible.

Well, if I had a penny for every freelancer who told me that, I would be rich ;-)

Yes, it is possible and in this special report I will show you how you can do it too. I call this strategy: FMN – The **F**reelance **M**ini **N**etwork Strategy, where customers call you!

You have my word that what I am about to show you is working, and there are already freelancers enjoying the steady stream of customers contacting them.

Here we go...

STOP! Before you move on, PRINT out this report. I assure you that you'll receive many more benefits from STUDYING the information, rather than simply browsing over it on your computer screen.

Before you even begin reading...PRINT the report out on paper. Then, grab a pen and STUDY it. Circle or underline things of importance to you. Scribble ideas and notes in the margins. Write out action steps.

This information is just information unless you use it.

I encourage you to print it out before you read it.

The "Freelance Mini Network" Strategy

In order to understand best this strategy we need to look at a real example (I changed the names of the people involved):

John is an expert graphic designer in corporate image. He decided to take my FMN strategy into action. He knew that by implementing this strategy he would be able to focus on what he loves the most: practicing his profession.

John approached 8 freelance professionals: 3 were freelance writers, 1 website graphic designer, 2 programmers and 2 marketing experts.

Here is what he wrote to them:

Dear Colleague,

You would probably be glad if I sent you hundreds of potential customers who would call you to ask for your services without having to do anything.

Well, this is your lucky day. I am setting up a strategy with which you can get these customers within days.

My Name is John F. a freelance design expert in corporate image. I found your information at Guru.com and thought you would be a great partner for this strategy.

Here is how this strategy works:

I will give you a set of my promotional certificates. These certificate are for a free corporate planning toolkit. To every bid you make, add a certificate for this toolkit. To anyone who calls me, I will send the toolkit for free! Your potential customer will just love you for giving him something free even, if you don't win his project.

Hold on! You're getting the chance to make your bid to stand out over many other bids, and to give you a better chance of winning the project... but there is more. Here is the better part:

You create your own promotional certificates set and give it

to me. With any bid I make, I attach your certificate, driving customers to you. Your certificate could be a discount, a free hour of your time or anything creative that customers will love!

In days, both of us will have customers calling asking for our services.

You probably think, "even if it works, it costs me money." Giving something for free cost money. Well, off course it does BUT don't you already spend hundreds or even thousands of dollars to get customers? Working this strategy is highly cost effective for any freelance professional.

If you have any questions, please call me or email me.

I will call you in the next few days to discuss our joint venture.

Looking forward to speak to you.

John F.
Professional Designer
Corporate Image

John had 5 of these 8 freelancers join his strategy plan. Only 5 days after it was launched, he received 4 potential customer calls, and 3 days later, he had a new contract :) – he was ecstatic! He never dreamed he could get contracts through someone else's marketing efforts.

----- Side bar -----

When I refer to "promotional certificates" they can be anything you want them to be. Here are some ideas:

- 1) Percentage Discount.
- 2) Dollars Discount.
- 3) Bonuses: Hours, Extra Work etc'.
- 4) Free Generic Gift: report, design, package etc' (Same freebie to all)

Anything creative with value that you think the potential customer will appreciate and would motivate them to give you a call.

John got 4 potential customers' call in just few days since he had the FMN strategy running. But you haven't seen the real potential of this strategy yet!

This strategy can rock your sales and here are the numbers:

Lets say you have built this mini network with 8 freelance partners. Each one of these partners is bidding twice a day. That is 2 new proposals he sends on a daily basis with your promotional certificate. Look at these numbers:

8 partners
16 bids a day (2 each)
352 bids a month
4,224 Extra bids with your promotional certificates a year!

If that is not exciting, what is?! You can actually have your information with your promotion certificate at the hand of 4,224 customers!!! Even if only 3% of the customer will call you, that is over 125 customers calls.

And that is not all. I will show you how 4,224 customers can become 8,000 customers and more!

But before I tell you how, I want to give you the 5 simple steps to create your own freelance mini network.

5 Simple Steps Creating The Freelance Mini Network

Creating the network could take time, however, I know freelancers who created a good productive network in as little as 2 weeks. All you need to do is follow these 5 simple steps:

- 1) Create Your Promotional Certificate.
- 2) Build a list of potential freelance network members.
- 3) Write an introduction letter.
- 4) Send the letter to the list.
- 5) Make a follow-up call and email for everyone on the list.

----- Side bar -----

A freelancer I am coaching asked me if he could attach to the letter he is sending this special report. Naturally, I said yes!

He wrote a very short introduction letter and sent it with this report attached. I heard from him a day after telling me about it, and he already had 6 freelance professionals on his freelance mini network.

So... you are allowed to take this special report and send it to anyone you want ;)

Fast Forward

Now, I want you to have your basic network built in days. It is possible to do it!

My advice is simple: Like any professional has friends in the same industry, you must have other professional freelancing friends. Contact them and send them this report. You don't need to write an approach letter, just a simple email/call asking them to be a part of your network.

More Power

Over a period of time, you will have hundreds of potential customer calls. In reality, you will win a percentage of the projects to which you make a proposal at any given time.

I have a surprise for you – you can make money off all of these hundreds of customers even if you haven't won the contract ;)

Build a potential customer list – it will be a gold mine for you. You can make a fortune of it! How? Prepare a special offer and send it to the individuals on the list. You will be surprised at the number of contracts generated by this list.

----- Side bar -----

Whatever happens, if you decide to use the FMN strategy or not, I encourage you to build a potential customer list from all your bids.

More Stream

As I promised earlier in this special report, I will tell you how the 4,224 promotional certificates can become 8,000 (and more) promotional certificates, spread out to potential customers.

You have your FMN network setup and you are ready for the final step to make the numbers extravaganza!

Members in your network have probably understood the power of the FMN strategy (otherwise they wouldn't have joined it ;)). Now you can email each one of them and ask them to add 1 new member to this network.

One new member from each one of the network members will bring you 8 new members (you have to do it too).

Now your network is literally twice as big as before! And you know what it means, don't you?! You have doubled the number of customers calls you are going to get!!!

----- Side bar -----

Building your FMN network is easy but you have to remember 2 things:

- 1) Keep the quality of the network members high - it would give you the maximum benefits.
- 2) Diversity - Don't build a network only within the same profession. If you are a professional writer (and most of your friends are too) don't make a 10 member network of freelance writers. Find other professionals that have complimentary skills that could benefit you when you send their promotional certificates when you send a proposal.

Conclusion

Your business is dependant upon the stream of contracts generated in your freelance business. You need to handle various business issues on a daily basis. The market is very competitive and you always have to be creative and have powerful strategies to win those contracts you so desire.

This report is just ONE way to make customers call you and generate dozens, or even hundreds of contracts every year.

There are many others – even BETTER strategies. And you can learn of all of them when you grab a copy of "[Freelance Contracts In 48 hours](#)" (Plus the free bonuses!).

I hope you've found this information useful and I trust you'll drop by [Freelance-Contracts-In-48-Hours.com](#) to continue learning how to really skyrocket your income and profits.

Wishing you much success,
Itay Paz

PS.

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