

27 Tips and Hacks to Land Clients on oDesk and Other Freelancing Sites



27 Tips + *Hacks For Freelancers*

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Introduction

Over the past few years, it has become increasingly obvious just how difficult it is to land clients on outsourcing sites like oDesk and Elance, with them being the largest of the freelancing websites.

Landing clients as a freelancer is the number one end game, particularly if you want to stay in business! But the question remains - how does one successfully find and land quality clients on sites like oDesk and Elance?

Being a freelancer is a rewarding career - you get to choose your own hours, and if you're smart, you'll also learn that you can choose your own clients too. Where the problems seem to creep in, however, is when a new freelancer starts looking for jobs on oDesk or Elance without any forethought, quickly realising just how competitive it is out there, not just on these sites, but in general.

Does this mean that sites like oDesk and Elance are on their way out as a reliable source of freelancing work? Will freelancers be looking to other areas to find the clients they wish to work with?

Yes and No. There are still quality jobs and quality clients on these sites - the trick is in knowing how to find them.

And while I'm a huge advocate of sites like oDesk and Elance, I also believe in diversification - what this means is you should NEVER have all your freelancing eggs in the one basket! This means that you should be looking for work in a variety of places, not just the freelancing sites.

About This Book

This book came about as a direct response to the hundreds of enquiries I've received over the past six months since writing my book "The Definitive Guide to Getting Freelance Writing Work on oDesk" - people ask me on a regular basis for more details, more tips and hacks to land clients, particularly in a competitive marketplace such as oDesk and Elance.

The end goal of this book is quite simple - I'm going to cover the questions I've been asked by providing you with as many tips and tricks as possible to help you to land clients on oDesk and other outsourcing sites. But not just you're run-of-the-mill tips and hacks - these are the actions I've taken myself to land clients.

Who Am I?

If you picked up this book through joining my mailing list - welcome! You're also probably wondering who I am and how I'm qualified to provide this information to you.

So who am I?

My name is Lise Cartwright (formerly Carter - and no it's NOT a spelling mistake, my new husband's last name just happened to be very similar to my own, which worked out perfect for me in terms of initials... but I digress!). I own the site [Outsourced Freelancing Success](#) where I talk about everything there is to know about freelancing, but more specifically, freelancing success with outsourcing sites like oDesk and Elance.

I've been using oDesk and Elance since 2011 and successfully used oDesk alone to quit my full-time day job in June 2012. Since that time, I have replaced my full-time income through getting clients through oDesk and continuing to work with those clients long-term.

And let me tell you - it wasn't easy. I know first-hand how hard it can be to land clients on oDesk or Elance, particularly when you're just starting out. It's daunting and quite overwhelming setting up your profile and getting to the point where you have to list your experience and/or add items to your portfolio and realise "oh no, I don't have anything to put in my portfolio!"

Aside from what I like to term as 'profile paralysation', there is a lot of competition on oDesk and Elance and sites similar to these - so how do you

strand out from all the noise? How do you get clients to choose you over another freelancer?

That is what I'm going to answer for you throughout this book. I'll also share with you some of the 'hacks' I used to find local clients and ways you can tempt clients to at least interview you; and once you get to the interview stage, it's very easy to land a client, if you know how to handle yourself during said interview.

There are a lot of things that go into ensuring that you are putting your best foot forward; and what you'll learn throughout the pages of this book is exactly how to make the most of what you've got and how to get what you don't have.

Are you ready to follow the yellow brick road? Are you brave enough, like Dorothy, to follow it to the Emerald City and claim your own way back to successfully landing clients? Yes?

Fantastic! Follow me then...

Tips

In this section, I'm going to provide you with a bunch of tips that will help you to land clients on freelancing sites. Obvious right?

But if you actually follow these tips (and take ACTION), you'll see a significant change in the way prospective new clients interact with your profile AND you'll start to see an increase in being asked to interview for the jobs you do bid on. I know this because these tactics are what I've used to successfully land clients and what some of my readers have also experienced too...

Jordan B writes... "Lise, I wanted to say after my initial first read, you have helped me already. Using your tips on how to find local clients, I found two and contacted them, both are keen to work with me!"

Ben F writes... "I was initially sceptical about looking for work on oDesk. I always assumed it would be impossible to compete in such a large market. You provided a great structure and some really practical tips on getting started and implementing an effective strategy. Lise is someone who has built her business from the ground up using the exact methods she lays out in her book!"

Missy C writes... "I think Lise's guide is very precise and offers a clear 'path' to the reader. If you're looking for a guide that gives you the low down on how to make good money through oDesk, this is it!"

Liz F writes... "Lise provides great actionable advice. I found it really easy to start getting clients on oDesk after completing the course. I'd highly recommend it."

Samolademiji O writes... "Vital information for beginners and professionals alike. Following Lise's advice will make your profile on outsourcing sites like oDesk look professional and approachable."

Tip 1 - Pimp Your Profile

Let's face it, it's all about first impressions. If a client clicks through to your profile as it currently stands, what are they going to see? Have you completed every aspect of your profile? Does your bio or overview area talk about what the client can expect when working with you? Is your portfolio complete, does your resume have your contact details included?

If you're sitting there scratching your head and wondering what on earth I'm talking about, then we have a problem, well rather YOU have a problem, and quite a large one at that!

Your profile on these sites is the only tool available for you to communicate your experience and capabilities to prospective clients (Yes you also have the opportunity to do this in your proposal, but we'll cover that a bit later.). But without a profile to back up your pitch for a job, a prospective client is not going to spend much time checking out your profile, let alone inviting you to an interview.

So, before you continue down the yellow brick road to the Emerald City, make sure the following areas of your profile are completed:

1. Photo - make sure you have a headshot that clearly shows who you are and keep it semi-professional.
2. Resume - make sure you also include your contact details such as Skype ID, so clients can contact you for an interview and as another way of communicating with you if oDesk is having issues with its internal communication system (or those messages get lost).
3. Items in your portfolio - this is key to having a successful profile.
4. Any relevant certifications or awards that make sense in the niche you're working in are listed.
5. Your location (this is your state or country, NOT your actual address details).
6. At least 5-10 skills listed in the skills area.
7. oDesk tests - at least 5 completed that support your skills.

Right, now that you've got all of that covered, you can move onto the

next tip...

You: "Um, Lise, I have no idea what you're talking about! I thought my profile was rock-solid, now you're telling me I need to do all of this, what the...?"

Me: "Lol, sorry about that. But yes, to be successful or to give yourself at least a fighting chance, you NEED to have these things covered."

If you're really stuck, you can check out my Udemy course "How to Pimp Your oDesk Profile". [Using this link gives you an instant 67% off!](#)

Tip 2 - Your Bio/Overview Area

Ensure the bio area of your profile reads more like a sales pitch to the client than an ode about you. The focus should be on what you can provide the client; talk about what they can expect when they work with you. Cover things like timelines, expectations, money-back guarantee etc.

It's all about the client, not about you. So if your current profile reads more like "let's talk about me, me, me, me..." then you need to review and change this. Not to be "self-promoty" and all (well just a little bit!), but in the Udemy course "How to Pimp Your oDesk Profile" you'll learn EXACTLY what to put in this area, so make sure you at least check it out.

If you're not up for the course, make sure you review some copywriting sales letters and take your lead from there.

Want to see a real, live example of how this looks in 'real life'? I thought you might want that! You can check out my profile [here](#) - just no copying :-)

Tip 3 - Your Cover Letter

Just like your profile should be selling to the client, your cover letter should do the same. You need to sell yourself to the prospective client, as they have many options to choose from - just like in an interview for a normal day job, you need to put your best self forward.

The best way to do this is to keep it short and sweet - use headings and bullet points to make it easy for the client to scan and find the points they are looking for.

Some of the headings you should include are *Experience*, *Proposal* and *Next Steps*. Make sure that you always sign off your cover letter appropriately (kind regards, many thanks etc) and include your Skype username too, so that they can reach out to you for an interview.

This [infographic](#) provides more details about what you should include, so make sure you check it out.

Remember, your bio/overview area should really sell what you can provide while your cover letter should do this too, but in a more condensed version so that it can be quickly digested. If you hook them at this point, they'll read your full profile and you will begin to reel them in...

Tip 4 - Understand The Project

Show that you understand what the project is about, highlight your relevant experience in the cover letter as mentioned above and let your profile do the rest of the talking. Make sure that your grammar is PERFECT in your cover letter and profile too. This is particularly important if you're a writer! Put your best foot forward and reiterate the project back to the client, clearly showing that you understand the requirements.

If you've got a question, ask it, but be careful that it hasn't already been answered via the clients website or job posting, read over your cover letter before you send it to pick up any of these sort of mistakes.

Tip 5 - Read The Job Posting

Make sure you actually READ the job - often clients will ask you to start your cover letter off with a phrase or single word to ensure that you've read the requirements, if you miss this one thing, you won't even get a look in, no matter how great your profile is.

This goes without saying, but it's amazing how many people just skim through a job and miss some key instructions when applying to a job, Don't be THAT person, read the job and you'll already be ahead of the other freelancers applying!

Tip 6 - Over Deliver

Always, always over deliver on the work that you provide back to the client. Whether that's writing more than the 500 words they requested, or adding some additional item, such as a graphic to go with the article or providing images in several formats, do what you think is appropriate and is easy enough to achieve.

It's all about Karma - remember how lovely Dorothy was to everyone she met along her journey to the Emerald City? She went out of her way to help those in need and when she needed help, they were all there for her. You can apply this same philosophy to the work you do for clients simply by doing 2-5% extra. It doesn't cost you to do this, in fact, doing this one thing will lead to higher conversion rates when it comes to landing long-term, ongoing work from your clients.

Tip 7 - Communication

Clarify how the client would like to communicate. Sometimes they need a bit of hand-holding when it comes to best practices, so initiate the question during the hiring phase, asking if they prefer you to email immediately if you have any issues, or provide a summary email at the end or beginning of each day - this shows that you know your stuff AND that you're proactive. Always keep them wanting more!

Tip 8 - Meet Deadlines

You'd think that this would be a given, but you'd be surprised how many freelancers out there are not so great with time management. Don't be one of them. Always meet your deadlines, in fact, try and beat them by at least 12-24 hours. Clients love getting stuff early, particularly if it's something they have been working on for a while. If you're good at managing your time, this should be easy to achieve.

Sidebar: *If you struggle with time management, schedule EVERYTHING into your calendar. This means from the time you wake up to the time you finish up your work for the day, everything should be scheduled in, including your breaks. This allows you to see where you're spending too much time on one thing and where you need to hustle on another.*

Tip 9 - The Interview

Aside from your profile, the interview is the other most important aspect of being successful on outsourcing sites. Stuff up the interview and you'll likely never hear from your potential client again. No pressure though ;-)

Interviews are never easy and even more so for freelancers. Often, you don't get the opportunity to meet your client face to face, so it can add an extra layer of complexity and anxiety to the interview stage. Avoid feeling this way by following these tips:

- Be prepared. This means making sure you have your cover letter/proposal in front of you to refer back to.
- Dress the part. Just because you're not actually going to an interview doesn't mean you shouldn't dress well. It gives you a boost of confidence too, which will shine through in your voice.
- Have a couple of questions prepared ahead of time. Clients always ask if you have questions, show you have put some thought into this and ask the ones you prepared earlier.
- Listen. This is important, it can be easy to chatter away and talk over the client on a Skype call, so listen and wait for your chance to speak.
- Offer to do a trial task for them to make sure that you're both a good fit and can work together. This will help ease a client's mind and increase your hire rate success.

Tip 10 - Update Your Portfolio Often

Just like you should keep your resume up-to-date, you should update your portfolio with completed jobs on a regular basis. I aim to update my portfolio every quarter, but I look at it every month just to make sure everything is working (like links) and if I've completed a recent project, I'll add it in there, particularly if I've received glowing feedback from the client.

Tip 11 - Search For Jobs

This is pretty obvious, but you should be looking and applying for jobs daily if you want to be successful as a freelancer accessing outsourcing sites. If you want to land clients, the more you apply for jobs, the better your skills will be at writing a great cover letter and the more practice you get at interviews, the better you'll become at converting clients.

If you have completed your oDesk profile 100%, plus met a [bunch of other requirements](#), your maximum job quota will be 25 applications. This means you can apply for 25 jobs at any given time. Your quota refreshes twice a day, so if you withdraw applications or if you have open applications that are older than 7 days, these will reflect in the next quota refresh.

Aim to apply for 2-5 jobs per week and you'll begin to see an increase in your conversions.

Tip 12 - Get oDesk To Promote You

The more active you are on oDesk, and when I say active, I mean completing new oDesk tests, using the oDesk Time Manager, completing jobs and applying for jobs, and more feedback is left for you, the more oDesk will promote your profile to prospective clients when they post a job.

This is how you receive invitations to jobs rather than having to look for opportunities. It's something I love about oDesk and for the past 6 months, I have solely landed jobs via this method - I haven't applied to jobs, I've been invited by the client. How sweet is that?!

Tip 13 - Use A Descriptive Title

When you're setting up your profile, you want to give yourself a title that not only says what you do, but makes sense as well. DO NOT add any

emoticons to this area, or any part of your profile for that matter - definitely NOT professional and this alone will turn the majority of clients away. Be smart about the title you assign yourself. Here are some good examples:

Copywriter, Blogger and Social Media Consultant | SEO Writer and Creative Wordsmith | Designer With Flair | Knowledgeable Developer and Programmer...

Tip 14 - Proof Read!

When it comes to the work you do for your client, whether as a writer, designer or developer, what you submit needs to be flawless. Always proof read your work before submitting it. There is nothing worse than paying for work that is sub-standard from a client's perspective.

This is particularly relevant for people creating ebook covers, logo's and presentations for clients. I've used a number of freelancers to help with these types of projects only to find that there are a few spelling mistakes, generally after I've published something - which doesn't look good for either party involved.

Check, check and check again - being thorough in this way will ensure that you not only deliver quality work, but that you receive glowing feedback too.

Tip 15 - Set Deadlines

Once you've landed a client, actually, even during the interview, you should be very clear on deadlines. If the client hasn't really provided any clear outlines on this, ask. If you don't, you could find your project, and payment, dragging out longer than it should.

Ensure clear deadlines are set before you accept the job to save any issues going forward.

Tip 16 - Be Available

If you're applying for jobs on a regular basis via oDesk or Elance, make sure you're online so that potential clients can connect with you. You don't

want to miss a communication from them, so make sure that you have your notifications set so that you are getting regular email updates and if you've supplied your Skype details, that you are getting any calls or chat notifications too.

Generally, the faster a freelancer responds to a client, the quicker the remaining process can begin. Often, it's first in first served. The client doesn't have time to waste, so if you are one of the first to respond to their message, then you're far more likely to at least get an interview.

That's it for the Tips section! Next up are the 'hack's' I've used to land clients and become a fully fledged full-time freelancer. All thanks to outsourcing sites such as oDesk!

How's your walk down the yellow brick road going? Have you learned something new? If you have, I'd love to hear about it! Shoot me an email to lise@outsourcedfreelancingsuccess.com letting me know what you've learned. I love getting emails and I answer every one of them personally, no outsourcing here!

Ok, let's keep moving and heading towards the Emerald City...

Hacks

In this section, we're going to cover the hacks or tricks I've used to land clients, most of which have turned into ongoing clients.

Combined with the tips provided in the previous section, you'll see not only an increase in interviews and successful job proposals, but an increase in oDesk PROMOTING your profile to prospective clients!

The Emerald City is close, let's jump back on the yellow brick road and see how quickly we can get there.

Hack 1 - Your Portfolio

Ok, so I briefly mentioned the portfolio in the Tips section, but I want to take a few moments to flesh this out a bit more here. One of the most important aspects of your profile is your portfolio area, it showcases the work you've done and let clients see, first-hand, just how great you are.

If you are just starting out in your freelancing career you are probably stressing about what to include here, particularly if you haven't even worked with any clients. This is where this hack will save you.

Here's what you can do to get some items in your portfolio immediately:

- Contact friends and family and offer your services for free in exchange for featuring the work you do for them in your portfolio
- Reach out to your greater network and do the same as above
- Create some work for yourself, publish it on free sites. For example, if you're a freelance writer, you could write a number of articles in a few different niches and post them to sites like Ezine Articles or Wiki How and then link to them in your portfolio

The bottom line is, create items to go in there, DO NOT leave this area blank!

Hack 2 - Portfolio Image

Don't forget to include an image with each portfolio item you include. On oDesk, you have the option to add an image for each portfolio item; make sure you do otherwise you'll be left with an empty grey box, which doesn't look very attractive.

Don't have an image to go with the item? If you don't have an image to include, create one. You can do this using free tools such as www.canva.com or www.picmonkey.com and uploading these to your portfolio. Just make sure the link you provide is the link to your published work, not the image - rookie mistake that can leave you more than a little red-faced and lacking very much in clients.

Hack 3 - Feedback

Once you've landed a client and worked with them, make sure you provide feedback. Be proactive with this and do it first. Take it a step further and take a screenshot of the positive feedback you've left and email it to them. This lets them know that you enjoyed working with them and that you'd be keen to do so in the future. It also reminds them to provide feedback to you too :-)

Hack 4 - What You Earn

Want to earn a certain amount per job? Type that amount into the search box when you're looking for jobs. So for example, if you want to find projects that are paying \$500, simply type that into the search area and hit enter. You'll then be presented with a search result of all jobs listed that are paying \$500. This works for any amount, so make sure you try it.

Hack 5 - Local Clients

Similar to the hack above, if you want to find local clients, type this into the search area. For example, if you want to work with someone in Dallas, type this into the search area. The results will bring up all clients listed in the Dallas area who have jobs available.

You can also apply this to companies. If you know of a large company you want to work with, simply type the name of that company into the job search area. It'll bring up any jobs they have listed.

Hack 6 - Portfolio Hack

I know I keep harping on about your portfolio, but it is the second most

important aspect of your profile and is the only place you can showcase your work quickly. So that being said, what a lot of people forget to do when listing portfolio items is include client feedback in the description area - this one hack will help you convert clients faster than a [Kiwi](#) running from a possum!

Hack 7 - Maintain Contact With Clients

Once you've completed a job with a client and they don't have any ongoing work, keep in touch with them by adding them to your newsletter mailing list, giving them referrals and connecting with them on social media. Maintaining this contact will keep you top of mind AND will lead them to hiring you again because you have built a relationship with them.

Hack 8 - Profile Photo 'Adjustments'

Now, this hack might have a few of you gasping, but it's up to you whether you apply it or not! If you're a male and have a clean shaven face and look a lot younger than your age, it can be in your best interests to edit your photo and add some facial hair to it or better yet, grow some and take a photo.

Similarly, if you're female and you look really young, try adding a fringe (bangs) to your hairstyle and pop some glasses on too.

The reason for doing this is it comes back to first impressions. Your profile doesn't provide your date of birth, so prospective clients can't see how old you are. And let's face it, they generally equate age with experience. So by making some adjustments to your profile photo, you can increase the number of clients who check out your profile and ultimately hire you.

Think I'm making this up?! [Here's an example](#) of just how much of a difference 'adjusting' your profile image can make to your profile!

Hack 9 - Wow Your Client

This is for specific use once you get to the interview stage. During the interview, you should listen for other ways that you can help the client out, for example if you are going to be providing the client with some design

work but also know a bit of code, this can be helpful to the client to know, as you can probably chat directly with the developer if required. Or better yet, you might be able to save your client money by making simple coding tweaks.

Another example would be if you were providing some blog post articles to a client, if you know how to create socially shareable images ([learn how here](#)) you could offer to provide images with the blog posts at no extra cost OR charge them another \$5-\$10 to provide this service. Not only are you saving the client time in having to source images, but you are also saving them money too.

Keep your ears open while interviewing and learn to think quickly on your feet and identify ways in which you can add more value - this will see you landing more clients and will also see you keeping them as ongoing clients or you turning into their 'go-to' freelancer for these types of projects.

Hack 10 - Saying Yes!

If a client asks if you can do something and you're not 100% sure how to do it, quickly Google the request and if you feel you can learn it quickly or master it in under an hour, say yes to the client! This is a great way to expand your skill set and make you indispensable to the client.

What can often happen, particularly as a full-time freelancer, is that clients can get stuck with something and because they are currently working with you or have had a good work experience with you in the past and they don't know who to ask; they'll reach out to you to see if you can a) do the job for them, or b) recommend someone who can.

Say yes if you can learn the skill required or refer them to another freelancer who you know, like and trust. Either way, it's good business Karma.

Hack 11 - Cover Letter Trick

When you're writing your cover letter, particularly on oDesk, you should

link to your best work samples directly from there. Send clients to the 'live' site if possible. If you can't do that, then provide them with links to your profile portfolio items - the reason for doing this is anything you can do to make it easier for the client to access the information they want to know about you quickly, the better - it also shows initiative and that you've thought ahead and understand what they need.

Hack 12 - Use Greetings

Where possible, when you're applying for a job, try and find the client's first name! This is a great hack that shows you know your way around a computer and that you have some understanding of what makes you stand out from other freelancers.

If you can't find the clients name (through the website or via the feedback left for them), make sure you still greet them and always say thank you for the opportunity to provide your details - particularly if they've invited you to apply!

Hack 13 - Overview Hack

Whether it's called your bio or overview area, this is where you need to sell the client on why they should work with you. A great hack for doing this well is to use a bullet style list of the main points that you offer, and then finish off with a money-back guarantee. The money-back guarantee alone secures clients - a lot of people don't realise that they can refund the client if they wish. Adding this to your profile will take a lot of anxiety off the client, particularly if they are new to using outsourcing sites.

Hack 14 - Email Communications

When you're communicating with your client, include a meaningful subject line. Your client is busy, and you want your question answered, so make it easy for them by using a subject line that quickly identifies what you're email is about so that they can quickly respond to you. It also helps them to know who you are amongst all the other messages in their inbox.

Better yet, create a communication system, whereby you send any issues or requirements to the client at the same time every day, this way they

know when to expect an email from you and can also look out for it as well. Be proactive in your communications and take the lead on how best to do this so that you're making the client's life much easier.

Hack 15 - External Portfolio

We've talked a lot about having a great portfolio within your oDesk profile, but what about an external one? It's a good idea, if you can, to also have your own personal website that showcases your best work.

Generally, on your oDesk profile, you don't want to list more than 6-8 profile items, as it can get a bit much for a client to look through. Personally, I stick with my top 4 items and then I include a link to my external portfolio - this website not only lists my contact details, but it also shows that I have a professional, online presence and clients can see even more of the work I've completed.

Pro Tip: [WordPress](#) is the BEST site to host your portfolio site. I recommend [OptimizePress](#) as your theme as it provides pre-made templates that you can customise yourself + they have great tutorial videos to show you what to do that are really simple to follow.

And that's it. You should now be able to see the Emerald City and all it's dazzling beauty. The yellow brick road stops here.

If you want more tips and hacks or are looking to really commit to a career on oDesk, you might find my Facebook page helpful too - check it out here —> [Lise on Facebook](#).

Final Thoughts...

Ok, so you've just finished reading about the 27 tips and hacks that I have personally used to land clients on oDesk and other freelancing sites. This ebook is set to continue to evolve as I plan to update it regularly and answer more specific questions around how you can land more clients.

To that end, I would welcome your questions! Feel free to send me an email as follows: lise[at]outsourcedfreelancingsuccess[dot]com (lise@outsourcedfreelancingsuccess.com).

I can't promise that I'll answer your question right away, but I will answer it! Maybe via a direct email or via a future blog post, or if you're super lucky, you might be featured in the next update of this ebook!

Until that time, I really encourage you to take some action. Put into place what we've covered here and start landing the clients you deserve. Be a success as a freelancer and open yourself to more opportunities to have the life you want...

Do what you love.

Take care

Lise Cartwright

<http://www.outsourcedfreelancingsuccess.com>

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Do you take your freelancing career seriously? Do you want to learn more about how you can really nail jobs on sites like oDesk and Elance?

Yes? Fantastic!

You can pick up *The Definitive Guide to Getting Freelance Writing Work on oDesk* and the Udemy Course *How To Pimp Your oDesk Profile* right now.

[The Definitive Guide to Getting Freelance Writing Work on oDesk](#) is a book that will tell you how to create a career by getting ongoing work from this outsourcing giant. Most of what is covered in this book can also be applied to other outpouring sites such as Elance and Freelancer. Want 30% off the book? Use coupon code **OFS05062014**.

[How to Pimp Your oDesk Profile](#) is a Udemy course that takes you through the steps of how to create an oDesk profile that will help land clients and convert them into ongoing clients forever. You'll also learn how, through applying simple tricks, you can end up having oDesk promote YOUR profile to potential clients - resulting in you being invited to jobs rather than having to search for them! Now who wouldn't want that?! Get an instant 30% off the full-price today.

About the Author

LISE CARTWRIGHT IS AN author, blogger and sometimes social media consultant + obsessed shoe fanatic, who would much rather be sunning herself by the pool than cooped up in an office.

She can regularly be found at local cafes, NOT drinking coffee, but the more sophisticated beverage; *Chai Latte*. You can find her online home at OutsourcedFreelancingSuccess.com.

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