

How to Land Big Contracts in Freelancing with Niel Reichl



"Your Success Is My Success"
— Daryl Urbanski



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with
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Many people are now seeing the possibilities of freelancing. Most first-timers sign up on freelancing platforms like Upwork. But they often find difficulty getting paid more by the hour. The problem? Freelancers don't give value. Services are more than just simple tasks. There's always an opportunity to do more based on your unique perspectives and skills.

In this episode, Niel Reichl shares how he went from a beginner freelancer to landing million peso contracts. He discusses the importance of value and challenges clients to look into other markets like the Philippines. He also challenges freelancers to provide more value by building a strong revenue line. Finally, Niel provides insight into the biggest mistakes of freelancers and clients and the future of freelancing!

Activity:

The Best Business Coach Activity On Freelancing

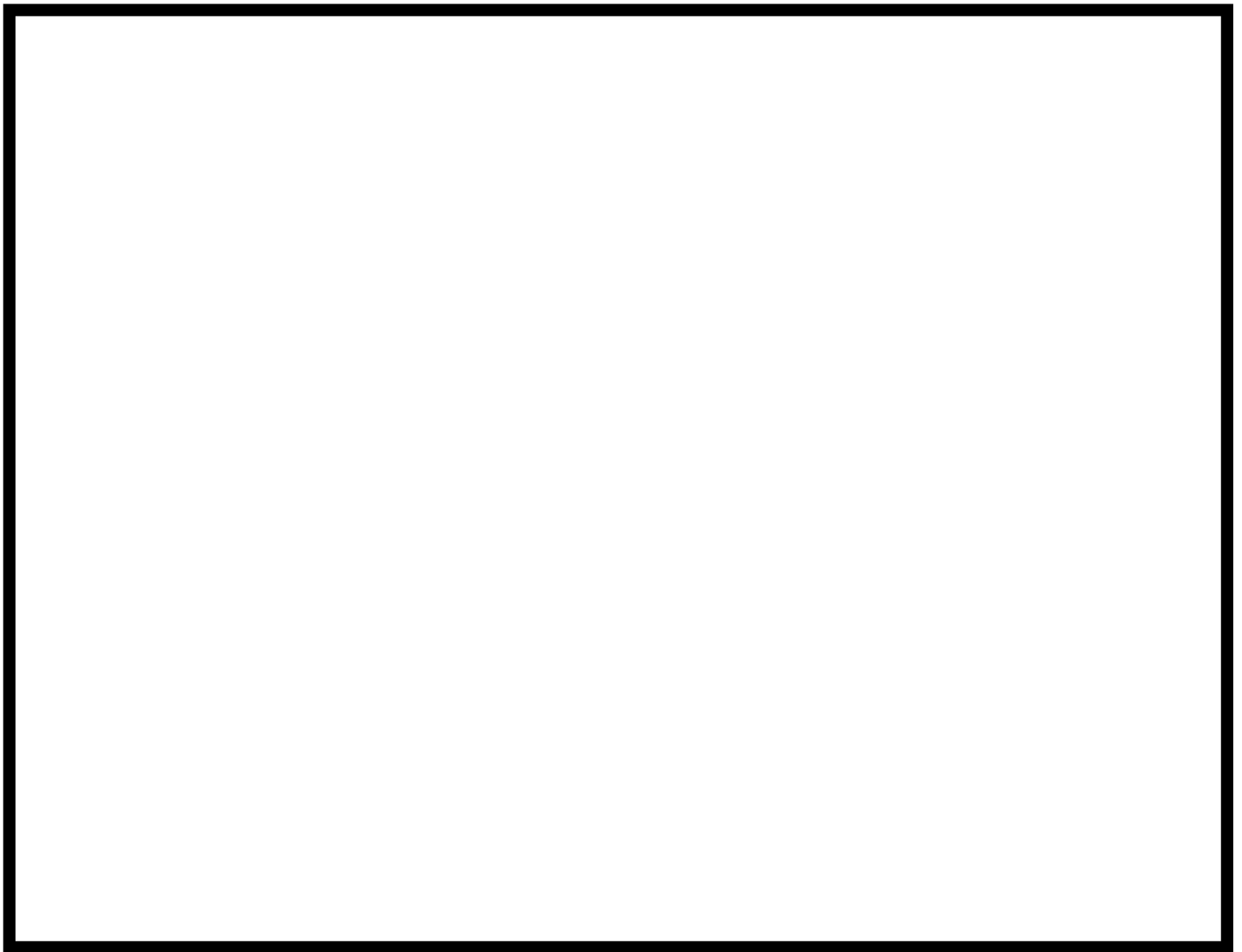
Have you tried looking for online freelance work? How does your profile look? In the box below, draft how you describe your skills and services.

How does that kind of description work for you? Do you get many clients?

The article talked about upskilling to market your services better and offer added value to your clients. How would you upskill?

Another way to receive higher payments is by having a specialization. Think of your profession and skills. How can you frame your specialty?

Securing an online freelance work should not be random. It may very well be, but that may not always lead to higher pay rates. The article mentioned a few tips to navigate freelance platforms instead. In the box below, answer the following questions: What problem will you solve? Who is having these problems, and where are they?

A large, empty rectangular box with a thick black border, intended for the user to write their answer to the questions posed above.

Most freelancers make big mistakes. Think of what you've done so far as a freelancer. What mistakes do you think you've committed?

What changes do you think you should employ to make your freelance career flourish? Envision what you want to achieve with freelancing, and write everything in the box below.



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