



Transcript of Questions Asked – January 2017

[1:29] **Anonymous:** How do you find the time to do general marketing of your freelance business?

[07:47] **Betsy:** How much time do you spend with prospective clients before they hire you?

[17:50] **Michael:** What is your turn around time for sending a proposal following your discovery call and what is your proposal format (pdf, email)?

[21:22] **Don:** When you send documents (proposal, etc.) to the client, what format do you use?

[24:37] **Kimberly:** Any advice on how to speed up the process of landing a project? How do you follow-up without being a bother?

[32:00] **Kimberly:** Update on results of marketing during the holiday season.

[43:52] **How often/soon can I contact prospects again?**

Robin: I sent a bunch of emails the week of Christmas and the week of New Year's and have gotten no response. And other contacts have gone cold. How long should I wait before contacting these prospects again? Since I'm going on vacation in about a month, can I contact these same people this soon?

[56:02] **What is your advice for networking at a leadership conference I've been invited to attend?**

Sharon: I'm going to be attending a leadership conference sponsored by major corporations and is an opportunity to meet a lot of potential prospects. What is the best way to network for business at something like this?