

Freelancing

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Forest and the Trees

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Buy Your Software and Computers Now

- **Student Discounts are huge (80% off) - get the OS you plan to work in**
- **Computer discounts too**

On-Line Presence

- **Resume and maybe a project list**
- **Blog**
- **Remove your naked and drunk pictures from Facebook**
 - **People don't care what you do**
 - **Good judgement/respect**
 - **You represent who you work for**

Interviews

- **Arrive 20 minutes early**
 - **If you get lost, you'll still be on time**
 - **Your time is not more important than the person interviewing you**
- **Dress nice**

Estimates

- **Do detailed estimates**
- **Keep track of your actual time**
 - **Sometimes I bill at 0\$/hr when I exceed a time estimate**
 - **I also bill at \$0/hr if I figure something out that I want to blog/open source (assuming that's OK w/ client)**
 - **Keep track to get better at estimating**
- **Push back on deadlines if necessary**
- **“Under promise, over deliver”**

Hourly Rate

- **If you're lucky, 30 hours per week**
- **Round down - I'd rather have a higher hourly rate**
- **107% == 100% when you're employed**
- **Detailed invoices - track every day, every thing you do**

Finances

- **Get a separate checking account**
- **Get a separate credit card**
- **Quarterly Taxes (April, June, September, December)**

Licenses

- **You can't use any code library that does not have a license**
- **Using bootlegged software puts a client at risk**

You Work for Them

- **Show up on time**
- **Do what they ask - get lunch, make copies**
- **Go to meetings - easy hours, you will learn**
- **Return calls**
- **Let people know ASAP if deadline is slipping**

Get Involved

- **Local user groups**
 - **BFPUG - Boston Flash Platform User Group**
 - **BeerFUG - Beer Flash User Group**
 - **BFUG - Boston Flex User Group**
 - **ABUG - Adobe Boston User Group**
- **Conferences**
 - **Go and talk to people**
- **Meetup - start your own group**