



Feedcoyote Resources

HOW TO BECOME A SUCCESSFUL TECH FREELANCER

*Everything you need to know to create
a successful freelance career in tech.*

Get started

Let's Go





Introduction

Freelancing has become an important topic in recent years. It has been shown that freelancers are crucial for turnover and employment growth. Especially as a quick solution for acute projects, freelancers are often a good decision. The big advantage is the quick training and the timely start of work without long processes.

In the IT industry, they are a good way to combat the shortage of skilled workers. They bring a high level of expertise, a lot of experience, and flexibility to a project.

In a survey by Workmarket, 83% of business leaders surveyed said they believe freelancers are more productive than permanent employees.

Chapter 1: Becoming an IT-Freelancer

All beginnings are difficult, that's why we start in this chapter to summarize the most important steps to successfully start freelancing. We explain how the registration works and what are mistakes that can happen at the beginning and how to avoid them.

How to Become an IT-Freelancer? (Part 1)

1 Self-Assessment

Before you take the first step into self-employment, you should think about what your skills are and what you would like to offer as a freelancer. What are problems where you can offer concrete solutions?

2 Market Analysis

In the second step, you take a closer look at the market and assess how it might develop in the future. Identify possible market gaps and look around for competitors.

3 Finances

You should also think about your finances. Although you get a higher hourly rate as a freelancer, you have to bear many costs yourself. Take a look at our additional article on the topic of hourly rates for freelancers.

4 Registration

As a freelancer, you are exempt from the trade obligation and therefore do not have to register a trade. For this reason, you only need to inform the tax office about the start of a freelance activity.

How to Become an IT-Freelancer? (Part 2)

5 **Equipment**

As a freelancer, you usually work with your hardware and software. If you already have experience in this environment, you should be familiar with the requirements. You also typically work remotely or in a home office, which is why we have compiled some tips for more productivity in the home office.

6 **Generate Momentum**

You should also build a strong online presence that includes popular business networks such as LinkedIn. You can find tips for a meaningful profile [here](#).

Registering with intermediary services, such as ElevateX, also helps you find exciting projects.

7 **Completion**

Then, after you have won your first project and completed your task, you should bring the project to a close. Clarify final questions and write an invoice that explains your service in detail. If you got the project through ElevateX, we will clarify financial aspects together and be your contact person.

How to Avoid Common Mistakes

- 1 Calculate Hourly Wages Incorrectly**

As already mentioned, the correct calculation of the hourly rate is essential in freelancing. Do not rely on rough estimates, but inform yourself and calculate what you need for an hourly rate. Here you can find [Feedcoyote hourly rate calculator](#) to easily calculate your Hourly wages
- 2 Neglect Project Acquisition**

To be successful in freelancing, you must regularly accept new orders. Make sure that you do this in time so that you have as little dead time as possible between projects. It's best to start looking for new jobs while you're still working on a project.
- 3 Do Not Create Reserves**

You may not be able to get new projects at times, or some projects may take longer to complete. Make sure that you are prepared and create appropriate reserves. You should also be prepared concerning your pension.
- 4 Accept Too Many or Inappropriate Projects**

In freelancing, you have the great advantage that you can usually decide for yourself what projects you want to work on. However, as tempting as some projects may sound, you should inform yourself beforehand and consider whether the project suits you and whether you can accommodate it in terms of time.



Chapter 2: Tips and Experiences

In this chapter, we deal with experiences we have made in our many years of working with freelancers. We give you the most important tips on topics like false self-employment, hourly rates, technical job interviews, and project acquisition.

How to Negotiate Your Rate Successfully

- 1 Prepare Thoroughly**

Set yourself reasonable fee expectations. You should also find out more about the company and your interviewer. You can also network with freelancers who have already worked for the company and take their experience with you.
- 2 Clarify Ideas in Advance**

Clarify rough price expectations in advance. If you find that price expectations are too far apart, you can avoid long negotiations in advance.
- 3 Explain Services**

Make sure you don't justify your fee but explain your services and how your hourly rate is made up.
- 4 Recalculate the Hourly Rate**

Make sure you keep your price range flexible. Not every project is the same, so your price shouldn't be either. You should also include costs that you will need to incur for the project.
- 5 Negotiate Tough but Friendly**

On the one hand, you should not sell yourself short. You know your abilities and your value. Nevertheless, you should also remain flexible and be able to accommodate the other person.



How Does a Freelance Collaboration Work?

Freelance collaboration involves independent professionals working together on a project, leveraging their unique skills and expertise to achieve a common goal.

1. **Clear Communication:** Essential for alignment and issue resolution.
2. **Defined Roles:** Avoids overlap and ensures accountability.
3. **Contracts:** Sets expectations and protects all parties involved.

How to Be Successful in a Tech Job Interview

Motivation

Make it clear to your counterpart why you are the right choice. Give reasons why you want to work with the company.

Pricing

Go into the interview with a clear idea. Also, be prepared to explain your services and how you calculate your hourly rate.

Coding

Practice and improve your programming structures. Be prepared to explain them in an interview.

Deadlines

Emphasize that you are reliable and good at meeting deadlines. Be honest with your partner if you have not been able to meet deadlines in the past and give reasons. It is not always possible to meet a deadline.

Availability

Check if you are available for possible periods of time. You should also be available, at least partially, during normal working hours. Communicate openly in this regard.

Technical Knowledge

Explain your skills to your counterpart and explain why they fit the task at hand. Concentrate on topics that you know well. In IT, topics such as clean code are particularly important.

WHY FEEDCOYOTE

Feedcoyote is an excellent choice for freelance collaboration because it offers a comprehensive platform designed to streamline project management and communication. With its intuitive interface, freelancers can easily connect, share ideas, and track progress in real time. Feedcoyote also provides robust tools for task assignment, deadline management, and secure payment processing, ensuring that projects run smoothly from start to finish.

How to Find Freelance Collaborations with Feedcoyote

Finding freelance collaborations with Feedcoyote is straightforward and efficient. Start by creating a detailed profile highlighting your skills, experience, and portfolio. Then, explore the platform's project listings to find opportunities that match your expertise.

1. **Create a Profile:** Highlight your skills, experience, and portfolio.
2. **Explore Projects:** Search for opportunities that match your expertise.
3. **Network:** Join communities and forums to connect with freelancers and clients.

What Does Our Community say?

// I'm addicted to the Feedcoyote platform. Been using it consistently now and found \$1,000 clients. It also helps you create, collaborate, and manage projects with your collaborators, which saves me so much time //



SHWETA KUKREJA,
AGENCY OWNER

// As a freelancer, your expertise alone is not enough to land you jobs. You also need a community like Feedcoyote that connects and helps freelancers thrive all around the world. //



SODUNKE WILLIAMS,
DIGITAL MARKETER

// Build multiple streams of income today so you have more peace of mind tomorrow. Having multiple streams of income and being in the position to choose is freeing, and Feedcoyote can help you with that. //



DEBORA PROSSOMARITI,
BRANDING CONSULTANT

Why Our Community Will Help You Grow

- Work on exciting projects with leading tech startups in your industry.
- We empower you to shape the industry, grow, and continuously learn.
- Reliable support so you can focus on your Projects
- We believe in personal relationships and are here to help you. That's why your needs as a freelancer are always at the center.

Discover Feedcoyote: Your All-in-One Social Productivity Network

Feedcoyote, your go-to platform for social productivity and collaboration. Whether you're a freelancer, entrepreneur, or business owner, Feedcoyote offers a comprehensive suite of tools to streamline your workflow, connect with trusted collaborators, and manage projects with ease.

Networking: With Feedcoyote, you gain access to a global network of trusted collaborators. Explore previous completed projects, along with ratings and feedback, for peace of mind when choosing partners. Connect with like-minded individuals and thrive together in a supportive community.

Collaboration: Partner up on projects and accelerate your progress. Share your skills, offer assistance to others, and collaborate on tasks to get projects completed faster.

Project Management: Take control of your project pipeline with Feedcoyote's robust project management tools. From optimizing partnerships to managing deals, our all-in-one CRM tools simplify the process. Stay organized with features like calendar management, contact tracking, and streamlined invoicing and payment processing.

