

# THE BLOGSMITH HOW TO NEGOTIATE A SIX-FIGURE FREELANCER SALARY

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**Sales Process:** <http://consult4sales.com/services/advisory/sales-process>

**Slide Template:** [SlidesCarnival](#)

## Lesson 1: How to Calculate Your Rate

**Writer's Market:** [What Should I Charge?](#)

### Calculating Days Off Resources

- [Sick Days](#): 8 per year
- [Vacation Days](#): 10 per year
- [Holidays](#): 7.6 per year

### Rate Calculation Resources

- [Rate Calculator](#)
- [Rate Calculator](#)
- [Rates Database](#)
- [Freelancers Union's Guidelines](#)

## Lesson 2: The Elevator Pitch

### Elevator Pitch Template:

*My name is xx*

*I xx (describe what you do)*

*For xx (what niche you operate in)*

*Like (client examples)*

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Winning Pitch Example: [Sophie Lizard](#)

Lesson 3, 4, & 5: Needs Assessment, Negotiation Bootcamp, & How to Handle Common Objections

Nothing extra here—watch the class. :)

Lesson 6: Creating Value in Thought Leadership

WPMU DEV: [Pricing Pages: Should You Add to Your Freelance Website?](#)

Lesson 7: The Art of the Follow Up

Must Reads:

- [\*How to Win Friends & Influence People\*](#)
- [\*To Sell is Human\*](#)
- [\*Secrets of Closing the Sale\*](#)

Lesson 8: A Few More Thangs

Must Have Tools:

- I CRM: [Hubspot](#)
- I Drip campaign: [Cirrus Insight](#)
- I Calendar scheduler: [Calendly](#)
- I Contracts: [AND CO](#)
- I Document signing: [HelloSign](#)
- I Video conferencing: [Zoom](#)

Outsourcing 101:

- **Where to find contractors:** [Onlinejobs.ph](#), [Craigslist](#), [Fiverr](#)
- **WPMU DEV:** [How to Grow Your Business with Virtual Assistants](#)
- **WPMU DEV:** [How to Onboard Contractors](#)