The **Freelance On Fire Framework** is a foundation for building a successful freelance business. The Framework is based on **5 KEY PILLARS**.

PILLAR 1: ⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯

Give your best responses to the following questions.

1. What are your skills, gifts, talents and passions?

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2. What are the areas in your life that you are passionate about—and would invest more time and resources in—if you had the freedom and ability to do so?

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To be a successful freelancer, you need to get clarity on the following items.

1. Understand your ⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯.

2. Be ⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯ for something.

3. Know your ⎯⎯⎯⎯⎯⎯⎯⎯⎯⎯.

PILLAR 1 RECAP:

1. What is your unique selling proposition?

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2. What do you want to be known for?

_____

_____

3. What is the value of the solutions to problems that your skills and expertise can solve?

_____

_____

PILLAR 2: _____

Without clients, we don't have businesses. Clients are the people we help with our skills, gifts, talents and passions.

You'll need to know:

1. Understand _____ your ideal client is.

2. Know _____ your ideal client lives.

3. Know _____ your client tends to make purchases.

ANSWER THESE FOLLOWING QUESTIONS:

1. Define your ideal client in as much detail as possible.

_____

_____

2. Describe the places (online or offline) where you would most likely find your ideal client?

_____

_____

3. As best you can, describe the process you think your ideal client goes through when considering a purchase.

_____

_____

PILLAR 3: _____

1. Who you are and what you're _____ for.

2. How to _____ from you.

TOOLS FOR MARKETING:

1. _____

2. _____

3. _____

4. _____

PILLAR 4: _____

FINANCIAL (TOP 5)

1. _____

2. _____

3. _____

4. _____

5. _____

LEGAL (TOP 3)

1. _____

2. _____

3. _____

PILLAR 5: _____

Systems are the components that help make your business run more efficiently—and makes your business more profitable.

Systems can also lead us to some powerful, new realities as freelance business owners, including:

1. Save you time by doing _____ tasks.

2. Allows you to set up _____ streams of revenue.

3. Enable you to generate passive, _____ revenue.

So there you have it...

The Freelance On Fire Framework:

PILLAR 1: YOU
PILLAR 2: CLIENTS
PILLAR 3: MARKETING AND PROMOTION
PILLAR 4: FINANCIAL AND LEGAL
PILLAR 5: SYSTEMS