



Extra resource for the original article
[How to Start Freelancing Successfully](#)

Step #2 of Building a Sustainable Freelance Business

IDENTIFYING THE BIGGEST PAIN POINT



This worksheet is designed to help you focus on your “one” solution. Giving the solution a score to see if it’s viable as a recurring offering for your business.

Building in a recurring portion to your business is key to reaching the goals you set out for when you decided to go into freelancing.

Please be sure to read the lesson on Identifying The Biggest Pain Point before you fill in this worksheet.

Print this worksheet out, grab a pen, and take a few quiet minutes to think through these questions. It may seem a bit elementary, but trust the process. You will only get as much as you put into it.

I’ve been through these myself and was surprised by the results.

Ready? Awesome, let’s get to it!

1. Is this something you want to do?

1 - No	2 - Sorta, but have apprehension	3 - Take it or leave it	4 - Yes	5 - Absolutely
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2. Is this something you can do profitably?

1 - No	2 - Not Sure	3 - Overtime it could be	4 - Overtime it could be	5 - Absolutely
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3. Is this something you can repeat?

1 - No	2 - I could repeat but can't automate	3 - I can automate some but not all	4 - I can automate most	5 - 100% automated
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Scoring

If you total up the score:

12 or higher => You should do it!

9 to 11 => Should consider doing it, unless you scored a 1 or 2 in question 1.

< 9 => There isn't enough of a win for you to be able to take on this problem for this client. Re-evaluate the problem. Might need scale the problem down smaller to fit.