



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

Step #3 of Building a Sustainable Freelance Business

***CHRONIC PAIN =
RECURRING REVENUE***



This worksheet is designed to help you define your recurring solution. When you identify a pain point of your client's business that will come up again, even after you solve it.

Businesses will always need to evolve and adjust with the market. Providing a solution to a problem they have time and time again will position you as a partner within their business.

Please be sure to read the lesson on Chronic Pain = Recurring Revenue 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. How can I further focus the solution?
2. Can I focus on a specific part of my solution that businesses will always need but other parts vary?
3. Can I work only with a specific vendor? Software? Individual vs Team?
4. Can I provide expertise for strategy and consulting?

5. How do I become a partner with my client?

6. What position or role would I fill if I were working full time in my client's business?

7. How can I package the solution to be ongoing, but reduce the risk to the client?