



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

Step #1 of Building a Sustainable Freelance Business

YOUR MINDSET



This worksheet is designed to help you focus on your “one” client. Having a focus on one particular type of client will allow you to target them in marketing material and be able to ensure a high level of service that that client.

This will be the first step in becoming a successful freelancer.

Please be sure to read the lesson on Mindset 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. Who do I enjoy talking with and mesh with personality-wise?
2. What projects do I enjoy working on the most? Why do I enjoy them?
3. Do these clients eat up all of my time with emails and phone calls? Do they not respect my processes or expertise and look at me as just a hired hand?
4. What beliefs do I have? What beliefs am I against?