Twitter Thread by Andreas Klinger ✌■

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5 things that changed my freelancer rate dramatically:

- charge per day not per hour
- change based on "willingness to pay" not my own effort
- become go-to person for a niche
- create an agencylike brand
- talk about myself in plural ("need to discuss this with the team")

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> Freelancers, remember that your rate isn't what you need to live but what you're worth.
>
> — Julie (@syswarren) October 4, 2018

But just for the record. I recommend working full-time roles remote nowadays

- better overall pay
- you focus on one product
- you learn more
- better for career