

CONTENTS

FOREWORD	9
INTRODUCTION	15

PART I: THE FREELANCE MANIFESTO

1. THE FREELANCER'S DILEMMA	45
2. THE FREELANCE OPPORTUNITY	65
3. FREELANCING MYTHS	85

PART II: THE FREELANCER'S FIELD GUIDE: FIVE PHASES OF YOUR FREELANCE CAREER

4. PHASE ONE: I KNOW YOU	101
5. PHASE TWO: I LIKE YOU	149
6. PHASE THREE: I TRUST YOU	193
7. PHASE FOUR: I NEED YOU	269
8. PHASE FIVE: YOUR FREELANCE LIFE	303

CONCLUSION	331
APPENDIX	343
ACKNOWLEDGMENTS	351
ABOUT THE AUTHOR	355