



# PART 10: SUMMARY



**Part 10** was your last section. You learned to write **retainer agreements** that maximise opportunities with a contract/non-contract split, use **intelligent batching** and **fractional reserve freelancing** to boost your effective billable time to 2.5 FTEs, allocate **resources** to manage your monthly deliverables, and build **To-Do lists**, **work plans**, and **libraries** to seal client relationships and keep each client, project, and day profitable.

In the last 100 days you've engaged 3-8 **repeat clients** delivering monthly billings of over £8,350, adding up to an annual income above £100,000. 4 of these repeat clients are now on track to sign **retainer agreements**, with your skills in **roster management** and **renewal strategy** smoothing revenues over a three-year client lifecycle and beyond.

You'll now take these practices forward as part of a rewarding and meaningful freelance career, happy in the knowledge you created this outcome *yourself*. You are now a six-figure freelancer!

SUMMARY: PART 10	
<b>TAKEOUTS:</b>	
2 x £350,000 business assets: your <b>List</b> and <b>Letter</b> . A <b>sales funnel</b> maintaining your revenues at an annualised £100,000+. 3-8 <b>repeat clients</b> each paying £500-£2,750/month. Six-figure freelancing habits and practices.	
<b>TOTALS:</b>	
Connections made	<b>350</b>
People listed	<b>1000</b>
Letters sent	<b>1000</b>
<b>FUNNEL:</b>	
Cold suspects	<b>0</b>
Warm leads	<b>901</b>
Hot prospects	<b>67</b>
Qualified buyers	<b>21</b>
Confirmed customers	<b>6</b>
Repeat clients	<b>4</b>

It's time to start your six-figure freelancing life. All the best!