

FIVERR MIDDLEMAN

**Actionable And Proven
Arbitrage Method**



COREY FERREIRA

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INTRODUCTION

Hey, thanks for buying Fiverr Middleman. My name is Corey Ferreira and you may or may not have read my other Fiverr ebook, [Fiverr Success](#), which has gone on to help hundreds of Fiverr sellers.

This ebook was created out of a need. A lot of sellers on Fiverr have begun to complain to me that it is becoming more and more difficult and competitive to make a lot of money as a seller on Fiverr. It is not impossible, there are still plenty of people doing it every day.

However, most people come to me looking for a silver bullet. Let me tell you that it doesn't exist. There is no easy way to make money online. There are efficient ways and that is what I hope to share with this book.

I hope that this book helps people that are struggling to sell on Fiverr, to leverage the community and skilled people on Fiverr to make money.

This book will cover how to find clients on job board websites, such as Craigslist, and how to approach and close these people looking to hire workers. After, instead of doing the work, you subcontract it for a significantly cheaper cost than what the client will be paying you. You will subcontract the work to a

Overall, I plan to cover a lot of ground with this ebook. If you want to get the most out of this ebook, I highly recommend reading it in order, from beginning to end, to ensure you're following every single little detail in this book.

I also want to preface this by saying that this does take time and effort. This is not as easy as it sounds, that's why I'm writing a book about it and that's probably why you bought this book. Either you've tried this before and have found no success or you don't know where to start. This ebook will hopefully lay out a template you can follow to get started doing this yourself.

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THE FIVERR MIDDLEMAN

You will assume the role of a service broker. You are the business that finds clients and pairs them up with the best sub-contractors. This is the ideal way to position your business and it is the way I did it.



You want to choose an area to specialize in and be the service broker for that. For example, your business specializes in logo design and matches up clients that needs professional logo design with graphic designers.

This will firstly, give you a focus. A trap a lot of people fall into when they try Fiverr arbitrage, is they don't focus. One minute they're trying to find people who need logo design services, the next they're looking for people who need WordPress specialists. The problem with this is twofold. First, if you don't have a focus, you can't develop a relationship with any of the sellers on Fiverr. If you're constantly sub-contracting each new job to a new Fiverr seller, there won't be any consistency. It's important to find a small group of excellent Fiverr sellers to work with and stick with them. Secondly, not specializing in a service will make it more difficult for you to find work. The more logo design jobs and clients you land, the better you will become at it. Specializing will allow you to hone your craft, get referrals from clients, and make it easier to find work.

The alternative to positioning yourself as a service broker is to simply pass off the work as your own. You position yourself as a freelancer instead of a broker and approach potential clients as a freelancer. Most people have success looking for clients this way. Most people looking to hire a freelancer to do a job don't want to be approached by a service broker. They much rather be approached by an individual who they think will do the work for them.

A lot of professional freelancers like myself outsource and subcontract some work when needed. A lot of clients are aware of this already and most of my clients sign a contract which states I am allowed to subcontract any work as needed without needing to disclose it to my client. You can position yourself as a freelancer and subcontract at your discretion like most freelancers do. However, if you question whether or not this feels right or if this is something you are comfortable with, I would recommend the previous suggestion and position yourself as a service broker. I will go over in more detail later how to do this and make this work.

MARGINS

How much should you charge? How much should you expect to make?

The greatest margin I ever achieved was selling logo design for \$100 and hiring someone on Fiverr for \$5 to do it for me. That's \$95 profit for a few minutes of work finding the client and another few minutes of work for doing some email correspondence.

This is the ideal but it is not always possible. Some clients require more complex or custom work that is outside most of the Fiverr seller's basic \$5 gigs. This is okay though, as most Fiverr sellers welcome custom work or have gig extras to cover more complex jobs. Still, how much should you expect to make?

A good rule of thumb is a margin of 30% minimum and 50% for most jobs. So, if you charge a client \$100 for a job, the most you want to pay a subcontractor is \$70 to get it done. Ideally, you pay a subcontractor \$50 or less. With Fiverr, it's possible and very easy to find someone to get the work done for you inexpensively while still maintaining good quality of work. This depends on the service but generally it shouldn't be hard to find a gig that can get it done cheaper than what you charged your client.

How much should you charge your client? This of course depends on the service and the complexity of what the client wants to get done.

A good way to determine how much you should charge is to find a seller on Fiverr, send them a message with the details that your client provided you, and ask them how much it would cost. If the Fiverr seller comes back and tells you it will cost \$50 to get it done, add a 30% to 50% margin on top of it and send that price (\$100 for a 50% margin) to your client. Always send the highest quote first. This way, if your client comes back and tells you it's too expensive, you can negotiate down to your 30% margin cost. I will go over email correspondence with clients and closing clients later in this ebook, but that is the general concept.

So to break it down, for every \$10 you charge a client to get a job done, you only want to spend, at most, \$7 to get it done, ideally \$5 or less.

I know these seem like low margins, but most of the time, you can get the work done really inexpensively on Fiverr. These margins I just described are worst case scenario, which is still very good since you are not actually doing the work yourself but subcontracting it. Most of the time, you will spend \$5-\$20 to get a job done on Fiverr, and charge a client \$100 or more.

WHAT KIND OF SERVICES TO ARBITRAGE

Once you decide how you want to position yourself, either as a service broker or freelancer, you need to decide which services you want to arbitrage. The kind of service you choose depends on two things: there are a lot of high-quality Fiverr sellers for this service on Fiverr and there are a lot of people seeking this service and willing to pay a lot to get it done.

Find a service and focus on that. Don't go too broad. The more specific/niche you are, the easier time you will have finding and keeping a reliable sub-contractor and an easier time you will have finding perfect fit clients. Remember, the more niche, the less competition. Choose Shopify web design or WordPress web design over just simply web design. Websites for restaurants than just websites for business owners.

If you specialize it will be easier to find clients, as well as easier to convert. Clients like people who specialize. If you were a restaurant owner looking for a website and you were contacted by dozens of other web designers, but one of them specialized in creating websites for restaurants, wouldn't you choose the specialist?

I'm not saying pander to each client and claim you specialize, I'm saying when you decide what service you want to arbitrage, be specific. It will make finding clients and getting hired a lot easier for you.

I am going to suggest now the top tier services to be a middleman for. This does not mean you can't be creative and be the middleman or service broker for other popular Fiverr services. These are just the services that are proven and have worked for me and many other people. You will find that if you're just starting out, these are the services you will want to experiment with. However, you can find arbitrage in countless other services offered on Fiverr. There are people on sites like Craigslist willing to pay many times what they could pay on Fiverr.

For each service, I will briefly touch on how to find clients and how to find Fiverr sellers to complete the services. I will go into much more detail later in the book on how to find clients, as well as how to communicate and close them so that you win more jobs. The **Finding clients** section for each service assumes Craigslist, which I, again, will go over in extensive detail later.

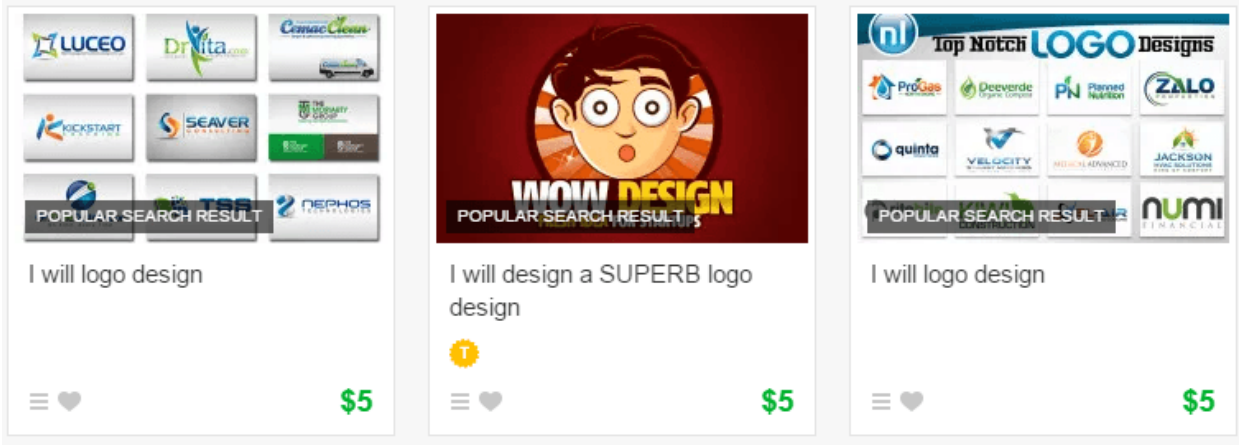
LOGO DESIGN

Logo design is a very popular service. People looking to start a new website or business are willing to pay a lot to get a professional logo done. Remember, this is part of someone's branding. They're going to be using it in all of their marketing materials, website, product and packaging. Logos are extremely valuable and you will need to position this service this way if you want to charge 20x more than what you paid to outsource and subcontract it.

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Fiverr sellers: Search “logo design” on Fiverr. I would personally stick to Top Rated Sellers who have a proven track record and you know will likely be on Fiverr in the future, in case you wind up developing a business relationship with one of the sellers.



Finding clients: Search “logo” “logo design” “logo graphic”. Clients are usually looking to hire a graphic designer or graphic design firm to create a logo for their new website or new business.

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[Experienced Illustrators & Logo designers wanted!](#)
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[NEED YOU TO DRAW ME A LOGO](#)
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[Create an iconic logo for a new company!](#)
3 days ago [losangeles.craigslist.org](#)

[Need a logo designed](#)
Mar 16, 2015 [losangeles.craigslist.org](#)

Often, they might have special format or size requirements since they might want to print them or use them on business cards. Ensure you always communicate with your Fiverr seller that they are able to meet special requirements before hiring them. Most of the time, your client will communicate with you their requirements. However, always ask your clients as much information as possible, to ensure you get their needs and exactly what they want:

What do you plan to use the logo for?

Does the logo need to be printable?

What are the sizing/dimensions you would prefer?

Any logos you presently like from competitors or other companies?

What format does the logo need to be in?

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Will it be used on your website? (compressed/formatted for web use)

Fee: Charge around \$50-\$100 for logo design, depending on the complexity, format and needs of the client.

The transaction: Once the lines of communication are open (the client responds and is interested and wants a price), forward the details for the logo design project to your favorite Fiverr seller for a custom quote. If you need more details, be sure to ask your client first. Once you receive a price from the Fiverr seller for the job, add your margin (as mentioned earlier in the ebook) and give that price to the seller.

Once the seller agrees on the price, invoice them with a tool like [NutCache](#). Ask for a 50% deposit. Once they paid the deposit, hire the Fiverr seller. Once the Fiverr seller completes the work, send the deliverables to your client using DropBox. You may choose the watermark the logo until the client pays the rest of the invoice. If the client asks for revisions, ask the Fiverr seller to make the changes. Most Fiverr sellers allow revisions. Once the client is happy, send them a thank you message, get paid, and be on your way!


VOICE OVER

There are a lot of people and business owners looking for voiceovers for their answering machines, voicemails, narrations, YouTube videos and explainer videos. The arbitrage is fantastic here since most clients expect to pay a decent amount for a high quality voice over. You can connect them with various styles and voices through Fiverr, and charge an amount that has more than a 50% margin. You can get voiceovers done very inexpensively on Fiverr and most sellers allow for one revision so even if your client is not completely satisfied, it's as simple as getting the seller to tweak it.

Fiverr sellers: Choosing a Fiverr seller to subcontract the voiceover work to will always vary depending on the project. Some people might need a female voice, others might need a male voice. Fortunately, there's a tremendous amount of variety of talent on Fiverr to serve any client you find. Search "voice over" "voiceover" or "keyword voiceover" for specific voiceovers such as male, british, deep, movie trailer, etc.

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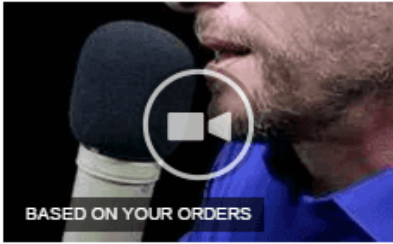
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JEFF MARTIN
PRO VOICE OVERS
BASED ON YOUR ORDERS

I will record any voice over,
TODAY

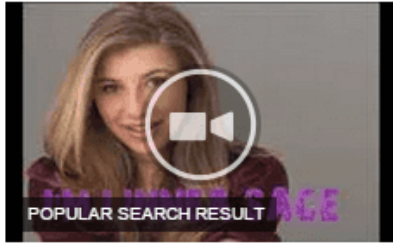
\$5



BASED ON YOUR ORDERS

I will read your script with
smooth male voice over

\$5



POPULAR SEARCH RESULT

I will record any voice over,
today,

\$5

Finding clients: Searching “voice over” and “voiceover” will both yield different results. I will go into where to search in more detail later in this ebook, but for now, try both searches. I would look out for the more obscure or specific voiceover gigs since they will likely be having more trouble finding someone locally and be more open to hiring someone over the internet.

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[Booking voice over talent](#)

1 day ago [losangeles.craigslist.org](#)

[Spanish Female Voice Over](#)

1 day ago [losangeles.craigslist.org](#)

[Voice Over Actor Needed for Spec Ads](#)

Feb 24, 2015 [losangeles.craigslist.org](#)

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Ensure your client that you have professional studio-grade recording equipment. Since you won't be recording the voiceovers in person, your client might be unsure about the quality of your voiceovers. Provide them samples of voice overs from your Fiverr seller so that they can hear the quality.

Fee: Charge around \$10-\$20 per 30 seconds.

The transaction: Once the lines of communication are open, and the client has showed interest and asks for a price, forward their project details to your favorite Fiverr voice over seller or simply provide your client the price with your margin on top of it. If the project doesn't require a custom quote from a seller, simply provide the client your price.

Once the client agrees on the price, ask them to pay a 50% deposit to start the work. As soon as the deposit is paid, hire the Fiverr seller. After the Fiverr seller delivers the work, send the deliverables with DropBox to your client. Have your client pay after they are satisfied with what they hear.

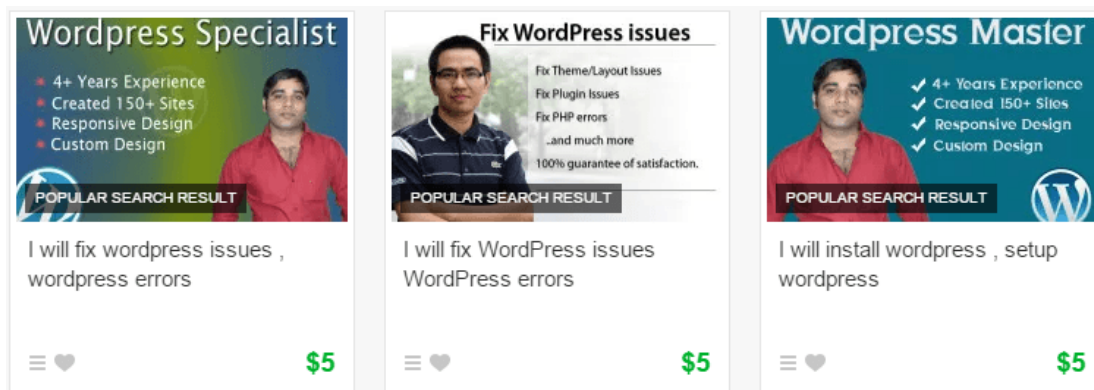
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WORDPRESS TECHNICIAN/EXPERT

WordPress work can cover many different facets of WordPress projects. Some people might need someone to make their site more secure. Some people might need to fix their site after it's been hacked or fix a glitch. Others might need a few custom modifications to their theme. If you look at the WordPress services for sale on Fiverr, you will see that there are a lot of WordPress gurus willing to fix and work on anything that relates to WordPress. There are a lot of people out there that know nothing about web design and websites that have WordPress websites. While WordPress is an excellent platform and easy to use, it's not completely reliable and can break. The average person using WordPress will not have the patience to solve these problems and will be willing to shell out a lot of money to quickly fix their problems.

Fiverr sellers: There are a ton of WordPress ninjas and experts on Fiverr, finding the right one depends on the service your client needs performed. There will be WordPress experts on Fiverr that are kind of like a Swiss Army Knife. They can do a lot of different tasks and you will likely develop a relationship with a seller that you can always go to to get the job done. However, for a much more specific task, such as hacking a WordPress plugin, you might need a WordPress developer.



Search “WordPress” “WordPress help” “WordPress issues” “WordPress expert” and “WordPress developer” to find the right sellers. I prefer Top Rated Sellers as I know they will stick around. Remember, it really sucks to find a great seller that can disappear tomorrow. I found Top Rated Sellers to be a lot more reliable.

Finding clients: This will be a little more tricky as there isn't a cohesive or unified search term to find all people seeking WordPress services, like when you search “logo”. However, don't be discouraged. I found the most success, personally, being a middleman for WordPress services. I feel it's a lot less competitive and more niche. If people see that you specialize, they will be more likely to hire you. They'd rather have a “WordPress specialist” fix their site than an average web designer.

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[Wordpress Site: Database error help needed ASAP!](#)

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California - Orange County (~46 mi.) [Map](#) [Directions](#)



[Looking for Wordpress help and graphic design](#)

Mar 1, 2015 [orangecounty.craigslist.org](#)

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Use search terms like “WordPress” and only search the title, or search “WordPress help” “WordPress fix” “WordPress problem”. You will not get the mass of results like you will with terms like “logo” but it will make it a lot easier for you to sift through the results this way and find great clients.

Fee: Get a custom quote from the Fiverr seller first then place a 50% margin on top of the quote you get and give that to your client.

The transaction: Once the client shows interest and asks for a price, you will need to find the appropriate Fiverr seller for the job and send them the details for a custom quote. Once you get a quote, send it to your client and ask for a 50% deposit. Once the deposit is paid, buy the custom quote your Fiverr seller may have given you.

Often, you will be asked for a login to the WordPress website or asked to create a new User with Admin privileges, sometimes an FTP login if the work is more complex. Be sure to retrieve this information from your client when purchasing the Gig on Fiverr. Most of the time, Fiverr sellers will clearly lay out what information they need to get started when purchasing their Gig.

As your WordPress ninja works, they may come to you with questions or things they might need you to do on their end. Again, forward this information to your client in the first person.

Once the work is complete, and the client is happy, ask for the remaining amount on the invoice for the work performed.

WEB DESIGN / WEBSITE CREATION

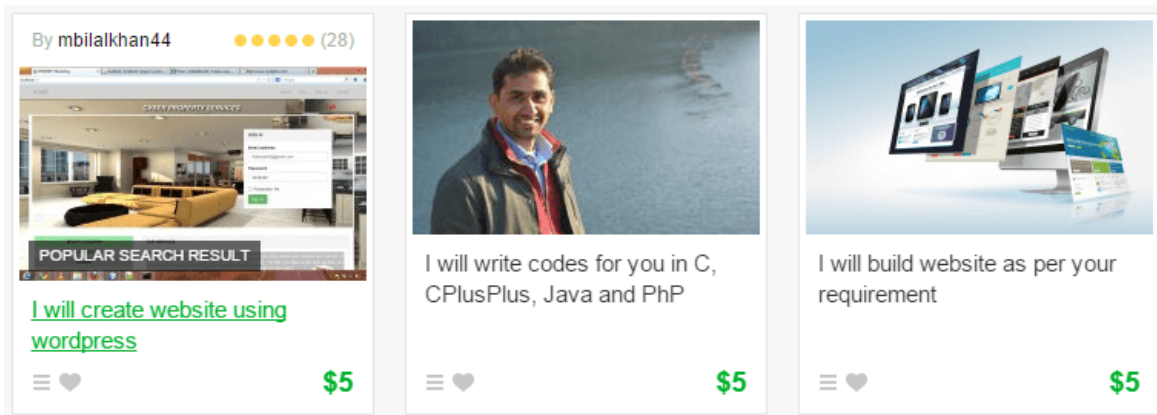
This one is pretty competitive. There are a lot of professional freelancers that scour the internet, looking for work. However, there are also a lot of people looking to hire someone to build them a website. Again, you can get a website made on Fiverr very cheaply, even from people who specialize such as in landing pages or e-commerce websites. I'd recommend specializing too. Position your web design service brokerage as an e-commerce website

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service brokerage instead of being very general and offering every kind of web design under the sun. This will make it easier for you to find and land clients but also find great Fiverr sellers that have become experts at what they do.

Fiverr sellers: There are a lot of sellers on Fiverr prepared to create an awesome site for your clients very inexpensively. I would look for “create website” “website design” and “web design”. Again, try to stick to Top Rated Sellers unless you find a new seller who is very inexpensive that you can build up a good relationship with. Just ensure they are reliable and will stick around.



Finding clients: Search “need website” “create website” “web designer” “new website”. Most people searching for someone to create them a website won’t usually be posting ads that say “I need a web designer”. They will likely say “I need a website for X”. Stick to searching titles only to make your searches a lot easier.



Fee: Always ask your Fiverr seller for a custom quote after sending them the details that your client sent you. Again, at a 50% margin or more if it makes sense.

The transaction: Before anything, you need to make sure your client already has a web host and a domain. If they don’t, this is a tremendous opportunity to make extra money. People that don’t have these services set up will usually ask their web designer for an opinion on which hosting provider and domain registrar they should use.

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You can simply suggest Bluehost for the hosting and NameCheap for the domains and give them your affiliate links. Let them know that if they purchase these services through your affiliate links, they will get a discount.

Once you know the client has those services set up, and they show interest and ask for a price, you provide your Fiverr seller with as much detail as possible about the job to get a custom quote. Once you get a custom quote, send that to your client. If your Fiverr seller comes back with more questions, forward those to your client in the first-person.

After your client is happy with the price, send them an invoice asking for a 50% deposit (this will usually cover the cost of the Fiverr custom gig, if not, ask for more upfront). After the deposit is paid, buy the Fiverr gig. Your Fiverr seller might require a bit of information before getting started, such as FTP access to upload files or access to your client's Cpanel. Whatever your Fiverr seller asks of you, ask that of your client and forward the information.

Once your Fiverr seller completes the job, be sure your client is completely satisfied with it before marking the gig as complete. You might need to ask the Fiverr seller to make some revisions and most Fiverr sellers include this for free.

FINDING AND TESTING CONTRACTORS BEFORE GOING FULL SCALE

What Should You Look For When Choosing A Great Fiverr Seller?

Consistency: You want to ensure the seller is able to provide consistent quality of work and a consistent quality of service. If the first job the seller delivers a beautiful logo and the next job the logo is sub-par, their quality might be too unreliable.

Reliability: You don't want to develop a business relationship with a seller that might disappear tomorrow. I personally try to do business only with Top Rated Sellers since I know they are a lot less likely to vanish from Fiverr tomorrow. However, understand that Top Rated Sellers usually have a really large workload and that can affect both the quality and timing of delivery. Don't be afraid to try newer, more inexpensive sellers, if you're sure they will stick around.

Quality: Obviously, you will want to choose a seller that overdelivers. You want one that delivers work that looks like it cost more than \$5.

Good, Recent Reviews: Make sure the seller has reviews within the last few days and of course, all of them should be 5 stars. Look at the negative reviews. Do they mention extreme lateness of delivery? Do they mention no revisions?

Response Time: Check the sellers profile and ensure they have an excellent average response time. I like working with sellers that respond the same day. I've found sellers with an average response time of 6 hours.

Delivery Time: Check the seller's reviews and ensure all the delivery scores are 5 stars. Also, check the seller's orders in the queue to get an idea of how much work they deal with on a day to day basis. A seller that is too overloaded might deliver work late.

Communication: Communication is key. Send the seller a message and make sure their English is good and they are able to comprehend any requests and questions you might have for them in the future, no matter how technical they are.

To test these things, don't be afraid to hire a few sellers on Fiverr to do some sample jobs for you. Just invent work you need done to test them. This is a small investment, plus, the work you get back, you can use in your portfolio for your website if you choose to have one (I recommend it). I will talk more about creating a personal portfolio in a later section in this book. If you don't want to create a website, I'd recommend having these as samples of work when a client asks to see past work you've done.

Once you test a few sellers, you will find your untouchables. Your superstars. Develop a relationship with these sellers. Get to know their schedule, ensure they let you know when they go on vacation, see if they offer discounts for bundles, get their Skype username or personal email.

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TESTING THE WATERS

Before deciding on a service you want to arbitrage, you will want to test the waters. You want to see what you feel more comfortable being the Fiverr middleman for and what you think you will have the most success with before committing completely. However, committing completely is when you will have success. Testing the waters first is to get you comfortable doing this.

As you read this book, you're likely already coming up with a few ideas of what you'd like to do or what you'd like to try. However, I recommend first trying different searches, finding different sellers, trying to find different clients for different kinds of services and seeing which you find the easiest for you and which you see yourself doing.

Once you land and close your first client, then you can start scaling it. If you make just one sale, that is proof of concept and enough reason for you to go full scale and do things like create a website and regular routine.

WHERE TO FIND CLIENTS

The best things about going out and actively searching for clients in the way I suggest is that they are ready to do business. These people will be luke-warm to hot leads so they will be easier to convert than a completely cold lead.

The sites I recommend are the following:

[Craigslist](#): This site will be the focus of this book. I will also teach an extremely effective and efficient way of finding clients on Craigslist that has worked really well for me. Some of you reading might have already tried this but the way I do it saves time but also works better than any methods you have tried. The best part is that it is free to do.

[Kijiji/BackPage](#): These are active listings sites like Craigslist. These are a good alternative if you've exhausted all the leads possible on Craigslist.

[Forums](#): A lot of forums such as Sitepoint and Dynamic Drive have a jobs section. Just search for forums about the service you offer and you will see that a large majority of them have a jobs of seeking help section. Use [Boardreader](#) to find a suitable forum that you can pay to create threads and sell your services on. This is an untapped market that a lot of freelancers forget about.

[Reddit](#): Search for a subreddit that is a job board for the service you offer. For example, a graphic design job board subreddit.

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[99designs](#): 99designs allows you to make hundreds of dollars for every design "contest" you win. Join the designers for graphic design contests or web design contests and invest \$5 into every design contest you think fits what your Fiverr seller can do. If your design is chosen, you could make around \$300 or more.

[Elance](#): Any freelancing site such as Elance, Odesk or Freelancer is a great way to find clients and it is actually the main method I use to find mine. I personally love Elance and use it for my freelancing business. This book will not cover how to land clients with Elance, that may be a topic I cover in the future, but it's definitely a site worth exploring.

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HOW TO FIND YOUR FIRST CLIENT

The easiest and the best way I recommend to find clients is to use [Search Tempest](#). Search Tempest is completely free and it is a Craigslist search engine.

So, you've likely heard about people finding clients on Craigslist and outsourcing the work on Fiverr already. However, my method is a little more efficient, easy and more likely to produce success if you put the effort and work in.

Let's test the waters with logo design. It's one of the most frequently sought services on Fiverr and Craigslist. There are a lot of potentials for arbitrage for this one so it is where I'd recommend you start.

Go to the [Search Tempest](#) homepage.

The screenshot shows the Search Tempest homepage. At the top, the logo "SearchTempest" is displayed in blue and green, with a tagline "All of craigslist, eBay & more in one search." and a note "(No affiliation with craigslist®)". Below the logo are links for "Post an Ad" and "Your Searches". The main search area has two input fields: "Where:" with a "Zip/Postal Code" label and a "What:" with a "Keywords (optional)" label. The "Where:" field contains "90210". Below it are options for "Within any mi" and "# Cities: 417 US, 55 Can, 16 Mex". The "What:" field contains "logo". Below it are radio buttons for "All / Advanced", "Any", and "Phrase". A yellow "SEARCH" button is to the right. Below the search area are four columns of filters: "Preferences" (Searching by distance from you, Search by US state or region, Search worldwide (outside the US)), "Category" (community, events, gigs, housing, jobs, personals, resumes, sale/wanted, services), "Sub-Category" (all gigs, adult, computer, creative, crew, domestic, event, labor, talent, writing), and "Other Options" (Has picture, Search titles only, For pay, No pay, All). A "Reset Search" link is at the bottom right.

The first thing we will fill out is the Where. Put a random USA zip code. It doesn't matter since we will be searching the entire anyway. I put 90210 because, well, why not?!

This is a close-up of the search interface shown in the previous image. It highlights the "Where:" field with the zip code "90210" and the "What:" field with the keyword "logo". It also shows the "Within any mi" dropdown, the "# Cities: 417 US, 55 Can, 16 Mex" text, and the radio buttons for "All / Advanced", "Any", and "Phrase".

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Next, ensure you have within ANY miles selected and check off 417 US.

For the What, just put logo. Maybe that sounds counter-intuitive, but we will just be searching titles, which I will cover in the next few steps. Select All/Advanced for now. In the future, you could try searching Phrase and put something like logo design if you want to search for that exact phrase in the entire Craigslist ad and not just the title. Not everyone will put logo design in their ad title. Some might say something like "Need some graphics for my business" and in the body get more specific and say that they need a logo created. So, while you might miss out on a few results by on searching like this, you can also search the phrase Logo Design and uncheck Search Titles Only.

Keep Preferences default. You could search outside of the US but I wouldn't recommend it.

Preferences

Include craigslist Results

☒ Combined Results (Default) ?

Cities per page: 30

Results per city page: 40

☐ Direct Results (Straight from craigslist) ?

Hide expired posts: ?

☒ Yes (Recommended) ☐ No

Update **Reset**

Include eBay Results

Results shown on load: 100

☐ **Include Oodle Results**

Results shown on load: 20

Include Amazon Results:

☐ Always ☐ Never ☒ Auto (Recommended)

For the Category and Sub Category I would first try Gigs and All Gigs. Realize that some people put their ads in the wrong category. So, you might be thinking that searching for logo design we would choose Gigs and Computer but since we are being specific with our search and only searching Craigslist Ad title for "Logo" we should only get very relevant results.

Preferences	Category	Sub-Category
Searching by distance from you	community	all gigs
Search by US state or region	events	adult
Search worldwide (outside the US)	gigs	computer
	housing	creative
	jobs	crew
	personals	
	resumes	
	sale/wanted	
	services	

Another thing to consider is that you might be tempted to try Jobs instead of Gigs. Some people do post looking for logo design work in the Jobs section. However, most of those

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postings are for employment and sifting through all that will take a while. We only want "one and done" jobs. Remember, most people posting in jobs will expect you to be around their location this is why I recommend first always searching Gigs.

In other options, check off Search Titles Only. This is important to the way we are searching. Since we're only searching with the word "logo" we need to get specific as to where we want to find this keyword.

Other Options
☐ Has picture
☒ Search titles only

☒ For pay
☐ No pay
☐ All

Lastly, be sure to select the For Pay option. There are a lot of people expecting a logo to be made for them for free. Hit search.

SearchTempest *All of craigslist, eBay & more in one search.* [Get Alerts For This Search](#) [Post an Ad](#) [Your Searches](#)

in: | | Within mi [Full Search](#)

Filters: ☒ Titles only ☒ For Pay

SearchTempest is NOT affiliated with craigslist, a registered trademark of craigslist, Inc. [Direct Results Mode](#) [Experiencing Problems?](#) [Preferences](#)

1 2 3 4 5 6 7 8 ... 37 38 Next ▶ Sort by: Then by: Within last # days: GO [Hide ads for a Month](#) ▶

No results found in these cities: [Ventura County, CA](#) · [Orange County, CA](#) · [Inland Empire, CA](#) · [Santa Barbara, CA](#) · [Bakersfield, CA](#) · [Palm Springs, CA](#) · [San Diego, CA](#) · [Santa Maria, CA](#) · [San Luis Obispo, CA](#) · [Visalia-tulare, CA](#) · [Hanford-corcoran, CA](#) · [Imperial County, CA](#) · [Fresno / Madera, CA](#) · [Las Vegas, NV](#) · [Show More...](#)

California - Los Angeles (~10 mi.) [Map](#) [Directions](#) ☒ ☒

Graphic Designer for logo.
10 hours ago [losangeles.craigslist.org](#)

NEED LOGO CREATED
1 day ago [losangeles.craigslist.org](#)

Seeking Web Designer/ Logo Designer with Optimization Experience
2 days ago [losangeles.craigslist.org](#)

Seeking Graphic Designer for Business Logo
23 hours ago [losangeles.craigslist.org](#)

powered by Google™

As you can see, there are a lot of people looking for someone to create a logo for them.

You might be thinking jackpot but there are a lot of results to go through. So here's what the typical transaction will look like:

1. Search.

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2. Look through results, create a short list of potential clients.
3. Contact potential clients, include samples of your work, cater your first email to their needs.
4. In general, 1/5 will respond, engage or ask for more information if you send out really great first emails. More on that later.
5. General email correspondence, there will be some back and forth with potential clients. Some will ask if you can do X, if you have samples of X and so forth. Any technical questions you can't answer yourself, simply ask them of your Fiverr buyer.
6. Close. Once the buyer shows that they're interested or like your price and what you're offering, it's time to send them an invoice. More on that later.
7. One you've been paid or a deposit has been put down, time to purchase the service from your favorite seller on Fiverr.
8. Fiverr seller delivers the work, you deliver the work to your client.

As a tip, at the bottom of the page you will see the button more cities. Check the box that says Keep going until 10 cities with results found to ensure it searches all of the U.S. for postings. Don't be discouraged if nothing shows up for your first search. Remember, the search engine starts at your postal code and slowly searches outwards to further locations. It will take some time to get all the way to New York City if you started with 90210 in California. Even if it only returns 10 solid results in the entire country, it only takes 1 response after sending 10 emails to make it worth it.

More Cities ►

☒ **Keep going until 10 cities with results found** (May take a long time)

Also, so that you don't have to do this everyday, at the top right you will see Get Alerts For This Search. If the search you just did returned some good results, subscribe to the RSS feed and use your favorite RSS reader to look at fresh results everyday to put you into a routine.

 [Get Alerts For This Search](#)

CORRESPONDENCE WITH CLIENTS AND POTENTIAL CLIENTS

So, what should your first email look like? When you're contacting a client, what should you include, what should you say? I would first recommend not spamming everyone and sending them all the same email. It's extremely obviously when someone sends me a copy and paste email. You want to use this template as a guideline, not simply copy and paste it. You will need to fill in your own areas with every email you send to every client.

Remember that these are luke-warm clients. While they aren't cold calls, some will be tire-kickers, others will be getting many emails soliciting them. First impressions are everything, but you can't win them all. Some will be a waste of time, but you're being paid to find clients and not actually do the work. That's the tradeoff.

Before I share the template, here are some things to consider that I've learned through years of experience freelancing. These points, if you consider and write your emails around them, will help you win a lot more emails:

Qualify yourself. Always tell your prospective clients why you're the perfect fit for the job, what you bring to the table and why your services are the best. You can qualify yourself very easily with your portfolio and showing off past work you've done for other clients as well as any testimonials.

Ensure you have a personal and intimate understanding of their problem. This is where tailoring and catering your first email to their needs comes into play. "I know how hard it is to find a great freelancer!" "Finding a great logo for your restaurant can definitely be tough, I relate to when you talk about X". Show that you care and how you care and why.

This also means creating great subject lines. Instead of "logo design help" try "I can create that awesome guitar store logo you want".

Be sure only to talk about yourself in relation to your client's needs. It's good to get personal but don't start your email off with something like "I can connect you with a great logo design, I also like dogs and eating sushi". Make it organic and relate to their needs. "I can connect you with a fantastic logo for your guitar store, I've connected a bunch of musicians with excellent looking logos".

Lastly, always end all of your emails with a call to action. Tell your prospective client what you need them to do next. If you don't give them direction, they will just sit there thinking "uh, okay. So what's next?". That's not good! Ensure you're confident and sure of yourself as well. Don't have any hesitation. Don't end with "I think I could help" or "I'm not sure if you're interested but...".

A good ending and call to action will look something like "I'm confident I can get you a logo you will be delighted with, so I'd like to discuss details with you tomorrow and show you how I can help you."

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OPENING EMAIL TEMPLATE

Hello [Prospect's Name],

My name is [Name], and [I found you on X]. [Sincere compliment about their current website, content, branding, message]

Anyway, [Relate, provide your personal and intimate understanding]. I see [Point out their needs and how you spotted it]. I can [How you can help in detail]. [Qualify yourself to your prospect].

I'm an excellent fit to [do what] for you. I'd love the opportunity to work on this project. I'd like to discuss the details if you are interested. If so, would it be okay if I sent you a few ideas on how I could help? Reply to this email, and I'll send you more information. I'll answer any questions you have.

Thanks,

[Name]

[Website]

SAMPLE EMAIL THAT CONVERTED USING TEMPLATE

Hello Craig,

My name is Corey Ferreira, and I saw your ad on Craigslist. I actually think your site looks fantastic so far.

Anyway, as a guitar player myself, I understand how important it is to have a great looking logo to use on all of your marketing materials. I see you're looking for a logo that you can use on your website and business cards. I can create a logo for you, with revisions, which will be optimized for your website and also include a version for printing on business cards. I've created dozens of logos for musicians and retail stores for both websites and business cards that you can see at <http://www.mywebsite.com/portfolio/>.

I'm an excellent fit to create this logo for you. I'd love the opportunity to work on this project. I'd like to discuss the details if you are interested. If so, would it be okay if I sent you a few ideas on how I could help? Reply to this email, and I'll send you more information. I'll answer any questions you have.

Thanks,

Corey

mywebsite.com

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THEN WHAT?

After you send a few of those emails, you will get back a few responses. The responses you get will either be a question or an "okay let's get to work". People who do not want to do business with you will not respond.

It is okay to follow-up a day later with those that do not respond within 24 hours but have viewed your email. You can see who's viewed your email with a Gmail extension called Streak (more on this in the tools section). This is something I still practice in my freelancing business, and I think it gets me 10% more sales. It takes 2 minutes to follow up with a client. Most of them won't respond, but some of them just need a reminder or see that you're serious.

FOLLOW UP TEMPLATE

Hey [Prospect's name],

I wanted to follow up and ensure you didn't miss my email. I saw [where you found their ad] and emailed you yesterday about how I am a great fit to [do what they need].

Again, [qualify yourself, why you're a good fit]. I really hope to hear back from you soon.

Thanks,

[Name]

[Website]

Hopefully, you will get a good amount of responses back. between 1/5 to 1/10 is a good ratio to shoot for depending on the service and the quality of emails you are sending.

Now you get that email back and it is a question. What do you do? Simply forward that question to your favorite Fiverr seller and ask them the question as if it were your own. Again, having a Fiverr seller that responds the same day or very quickly is key.

Now it is time to close. You will know it is time to close once your client asks you how much the job will cost or if they straight up tell you they want to get to work.

For you to provide them an accurate quote and proposal, I would first suggest contacting your favorite Fiverr seller for a custom quote if the job the client wants exceeds the scope of a simple \$5 gig.

Once your Fiverr seller comes back with a quote, you can add that 30%-50% margin on top of that cost, and send that to your client. Always send the highest quote first. If the client

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responds but doesn't like the price, always ask them for a counter-offer. If it's within the sweet spot for margins, close the client.

So for example, the Fiverr seller comes back and tells you a logo for this guitar shop will cost you \$25. Send a proposal to your client and let them know it will cost \$50 to complete the work. If the client doesn't like that price, the lowest you should be willing to go is \$35. However, ideally, if you position the service well enough, you should charge \$100 from a service that will cost you \$25 to outsource.

THE PROPOSAL TEMPLATE

Hello [Prospect's name],

Based on the scope of the project and details you have provided me, to [do the task, be specific], the best rate is [\$x] for the entire project.

Based on the details of your project, like we discussed, here are all the features and things you need that I can easily deliver:

- [x]
- [more details of project, such as 'elegant logo' or whatever your client was seeking in their ad]

Please reply to this email that you wish to move forward and I will send you an invoice through my invoicing system, NutCache.

As soon as a deposit of [\$x] is paid, and we agree on any additional terms, I will start on your project immediately and send all deliverables by [date you can deliver work by, based on seller delivery date].

Thanks again for this awesome opportunity and I am looking forward to working with you and completing your project, in which you will be extremely delighted with the end result.

[Name]

[Website]

ACCEPTING PAYMENTS

To send your clients an invoice, I recommend [NutCache](#). It's free and it allows you to send your clients professional looking invoices in which they can pay with credit card or PayPal.

Your clients can also choose to only pay a deposit, which I suggest asking for. A 50% deposit that's non-refundable, to get you started and the rest after you complete and send the work. This will give you the money to pay the seller on Fiverr.

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RECOMMENDED TERMS / CONTRACT

Here's the contract I recommend including with your NutCache invoice, and ensure your clients agree to. This is important. Remember, this is a real business and you should treat it as such.

This is the contract I use for all my web design projects for my professional freelancing business. Not every section of that contract will apply to you. It depends what service you are middlemanning for. You will need to go through it and edit it as you see fit. Sections 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, and 14 are important sections that could be included for any kind of service you might be middlemanning.

1. STANDARD TERMS AND CONDITIONS These are the standard terms and conditions for Website Design and Development and apply to all contracts and all work undertaken by Awesome Pixel / Corey Ferreira for its / his clients.

2. OUR FEES AND DEPOSITS A 25% deposit of the total fee payable under our proposal is due immediately upon you instructing us to proceed with the website design and development work. The remaining 75% shall become due when the work is completed to your reasonable satisfaction but subject to the terms of the "approval of work" and "rejected work" clauses. We reserve the right not to commence any work until the deposit has been paid in full. Only after the full amount is paid, we will transfer the site to a host of your choice and/or make the site live. The 25% deposit is only refundable if we have not fulfilled our obligations to deliver the work required under the agreement. The deposit is not refundable if the development work has been started and you terminate the contract through no fault of ours.

3. SUPPLY OF MATERIALS You must supply all materials and information required by us to complete the work in accordance with any agreed specification. Such materials may include, but are not limited to, photographs, written copy, logos and other printed material. Where there is any delay in supplying these materials to us which leads to a delay in the completion of work, we have the right to extend any previously agreed deadlines by a reasonable amount. Where you fail to supply materials, and that prevents the progress of the work, we have the right to invoice you for any part or parts of the work already completed.

4. VARIATIONS We are pleased to offer you the opportunity to make revisions to the design. However, we have the right to limit the number of design proposals to a reasonable amount and may charge for additional designs if you make a change to the original design specification. Our website development phase is flexible and allows certain variations to the original specification. However any major deviation from the specification will be charged at the rate of \$49.00 per hour.

5. PROJECT DELAYS AND CLIENT LIABILITY Any time frames or estimates that we give are contingent upon your full co-operation and complete and final content in photography for the work pages. During development there is a certain amount of feedback required in order to progress to subsequent phases. It is required that a single point of contact be appointed from your side and be made available on a daily basis in order to expedite the feedback process.

6. APPROVAL OF WORK On completion of the work you will be notified and have the opportunity to review it. You must notify us in writing of any unsatisfactory points within 7 days of such notification. Any of the work which has not been reported in writing to us as unsatisfactory within the 7-day review period will be deemed to have been approved. Once approved, or deemed approved, work cannot subsequently be rejected and the contract will be deemed to have been completed and the 75% balance of the project price will become due.

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7. **REJECTED WORK** If you reject any of our work within the 7-day review period, or not approve subsequent work performed by us to remedy any points recorded as being unsatisfactory, and we, acting reasonably, consider that you have been unreasonable in any rejection of the work, we can elect to treat this contract as at an end and take measures to recover payment for the completed work.

8. **PAYMENT** Upon completion of the 7-day review period, we will invoice you for the 75% balance of the project.

9. **WARRANTY BY YOU AS TO OWNERSHIP OF INTELLECTUAL PROPERTY RIGHTS** You must obtain all necessary permissions and authorities in respect of the use of all copy, graphic images, registered company logos, names and trademarks, or any other material that you supply to us to include in your website or web applications. You must indemnify us and hold us harmless from any claims or legal actions related to the content of your website.

10. **LICENSING** Once you have paid us in full for our work we grant to you a license to use the website and its related software and contents for the life of the website.

11. **SEARCH ENGINES** We do not guarantee any specific position in search engine results for your website. We perform basic search engine optimisation according to current best practice. Any SEO packages purchased cannot guarantee you a specific position in search engines.

12. **CONSEQUENTIAL LOSS** We shall not be liable for any loss or damage which you may suffer which is in any way attributable to any delay in performance or completion of our contract, however that delay arises.

13. **DISCLAIMER** To the full extent permitted by law, all terms, conditions, warranties, undertakings, inducements or representations whether express, implied, statutory or otherwise (other than the express provisions of these terms and conditions) relating in any way to the services we provide to you are excluded. Without limiting the above, to the extent permitted by law, any liability of Awesome Pixel / Corey Ferreira under any term, condition, warranty or representation that by law cannot be excluded is, where permitted by law, limited at our option to the replacement, re-repair or re-supply of the services or the payment of the cost of the services that we were contracted to perform.

14. **SUBCONTRACTING** We reserve the right to subcontract any services that we have agreed to perform for you as we see fit.

15. **NON-DISCLOSURE** We (and any subcontractors we engage) agree that we will not at any time disclose any of your confidential information to any third party.

16. **ADDITIONAL EXPENSES** You agree to reimburse us for any requested expenses which do not form part of our proposal including but not limited to the purchase of templates, third party software, stock photographs, fonts, domain name registration, web hosting or comparable expenses.

17. **BACKUPS** You are responsible for maintaining your own backups with respect to your website and we will not be liable for restoring any client data or client websites except to the extent that such data loss arises out of a negligent act or omission by us. If you wish for us to setup a automatic backup, you must notify us prior or during development of your website.

18. **OWNERSHIP OF DOMAIN NAMES AND WEB HOSTING** We will supply to you account credentials for domain name registration and/or web hosting that we purchased on your behalf when you reimburse us for any expenses that we have incurred.

19. **GOVERNING LAW** The agreement constituted by these terms and conditions and any proposal will be construed according to and is governed by the laws of Canada. You and Awesome Pixel / Corey Ferreira submit to the non-exclusive jurisdiction of the courts in and of Canada in relation to any dispute arising under these terms and conditions or in relation to any services we perform for you.

20. **CROSS BROWSER COMPATIBILITY** By using current versions of well supported content management systems such as "WordPress", we endeavour to ensure that the web sites we create are compatible with all current modern web browsers such as the most recent versions of Internet Explorer, Firefox, Google Chrome and Safari. Third party extensions, where used, may not have the same level of support for all browsers. Where appropriate we will

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substitute alternative extensions or implement other solutions, on a best effort basis, where any incompatibilities are found.

21. E-COMMERCE You are responsible for complying with all relevant laws relating to e-commerce, and to the full extent permitted by law will hold harmless, protect, and defend and indemnify Awesome Pixel and its subcontractors from any claim, penalty, tax, tariff loss or damage arising from your or your clients' use of Internet electronic commerce.

SOME CHALLENGES/BARRIERS YOU MIGHT ENCOUNTER AND HOW TO DEAL WITH THEM

Q. What if they want a phone call or speak on the phone?

A. I recommend Google Voice, Google Hangouts or Skype for this. If the client is in your area, don't be shy to give them a call! All it takes is your first phone call with a client to be comfortable with it. I know I learned I had to be. Most clients have Skype and would at least compromise with a Skype call. Let them know that you only accept local calls over the phone.

Q. What about ads that say local inquiries/freelancers only?

A. If you feel as though you are a really good fit and can provide a lot of value, contact them anyway. Don't address it. Only address it if they ask. "Where are you located?" or "How close to X are you?" answer with "We are based out of X". If you're first email peaks their interest enough, they won't care where you are. If they care enough, they simply won't respond.

Q. What if I can't afford having a website?

A. LinkedIn is a really good, professional alternative. Either use your present profile or create a new one, with a new company page, just for your business. Having your own Facebook page is also a good alternative. You can simply use Facebook's image gallery to host portfolio samples, and have clients leave reviews on your Facebook page.

Q. The Fiverr seller is not delivering the work / they cancelled last second!

A. Immediately contact your client and let them know that there's been a major delay due to unforeseen circumstances. Give them the option to either extend your deadline (and hire another Fiverr seller) or refund their deposit 100% and cancel the project.

YOUR PERSONAL PORTFOLIO WEBSITE

I highly recommend creating a simple website, even a one page portfolio that you can send to clients so that they can take a look at the kind of work you can provide. Not only will this make you look more professional but also more trustworthy.

There are two kinds of websites you can create. The first is the personal portfolio where you act as a freelancer. You would create a simple website, using your name, talking a bit about yourself, showing off your work in a portfolio section or page (from the samples you purchased on Fiverr to test sellers) and a contact form. I would include a picture of myself. People want to see you. Remember, the more transparency, the more trust and easier it will be for people to do business with you.

The second way, and the way I recommend is to position yourself as a service broker. This is what I did and what I would recommend. It's much more honest and it provides you the opportunity to be transparent with your clients.

So for example, I had WordPress Rockstars as the name of my service brokerage and I brokered any kind of WordPress service someone needed. To describe what I did, my hook was: "We have over 100 employees in our database, wanting to do your WordPress job for you".

WordPress Rockstars

HOME ABOUT US WORDPRESS SERVICES PORTFOLIO CONTACT

WordPress Rockstars

WE HAVE OVER 100 EMPLOYEES IN OUR DATABASE
WANTING TO DO YOUR WORDPRESS JOB FOR YOU

WORDPRESS DESIGNERS A PLENTY

WordPress blog requiring a facelift? Do you need some really specific customizations to your theme? We have a network of WordPress designers that can meet any of your design needs and make your WordPress site look beautiful, responsive and functional.

LEARN MORE

WORDPRESS NINJAS AND EXPERTS

Need to make your WordPress site more secure? Nagging issues, glitches or bugs? Need some WordPress help? Our WordPress Rockstars are ninjas and WordPress experts waiting to eliminate any headache or issue you currently have with WordPress.

LEARN MORE

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My portfolio contained screenshots of work that I had Fiverr sellers do for me when I was testing them such as install WordPress themes, fix WordPress bugs or improve the security on WordPress sites.

I like to include prices on the site with basic packages I offer. People like to see prices. Understand that with some services, this is not possible. This is not required on your website.

My contact form included a sentence that said “Describe your job in detail and we will pair you up with the best WordPress Rockstar to do your job for you”.

Use the descriptions and features from your Fiverr sellers to better describe your services. If you're unfamiliar with web design jargon, borrow features and FAQs from your favorite sellers. Remember, all the skills and features they offer, you can offer as well.

CONSTRUCTING YOUR WEBSITE

To create your website, I'd recommend keeping it really simple. I would recommend using WordPress. I think having it on your own domain is very important to make it look more professional. I use [NameCheap](#) to register my domains.

For hosting, I like [SiteGround](#), it's really inexpensive and their servers are fast. Plus, they have one-click installs for WordPress, so setting up your WordPress website will be a breeze.

When choosing a theme, I like [ThemeForest](#) for premium themes. For \$40 you can get a beautiful looking website that will also act as your portfolio. I would search for portfolio themes under their WordPress themes. The WordPress repository also has nice looking free themes. Again, search for portfolio themes.

The important pages you need are your home page, which quickly and easily describes what you offer. An about page, preferably with your face and real name on it. A portfolio showing off past work. A contact page with a contact form so that prospective clients can contact you.

Since you are likely purchasing a domain, I'd recommend setting up an email as well. Something like name@website.com or contact@website.com will work well.

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TOOLS TO MAKE YOUR JOB AS A MIDDLEMAN EASIER

[NutCache](#) - It's a free and painless way to bill your clients. It accepts credit cards and PayPal, and it looks extremely professional.

[Dropbox](#) - Don't just send your clients your Fiverr seller's Dropbox link. Put the file on your own Dropbox and send them the link from your account.

[Streak](#) - A Customer Relationship Manager that is a plugin for Gmail. The great thing about this plugin is that it's free! What this plugin allows you to do is keep track of prospects/leads, schedule emails and see whether or not your emails that you sent were viewed.

So firstly, this Gmail extension let's you make notes on prospects that respond to your emails. You can label them with the amount you charged, how far along they are in your funnel (whether they were closed or not, what stage) and whatever notes are necessary like which Fiverr seller or order number is handling their project.

Also, this lets you see if your emails were opened. So if you send a pitch or first email to someone on Craigslist and they view the email but don't respond after a day, this gives you reason to follow up with them 24 hours later.

WordPress / [Siteground](#) - I highly recommend creating a simple one page website, just showing some samples of the work you've sold, what you're all about and why you're the best. WordPress is easy to build sites on and SiteGround offers excellent, inexpensive and fast WordPress hosting.

[NameCheap](#) - Get your own domain. They're cheap (\$10 a year) and they look professional. Sending emails to clients from your own domain (name@servicebrokercompany.com) is a lot nicer looking than name@gmail.com.

[Themeforest](#) - Great site to get inexpensive and beautiful looking WordPress themes for your service broker website.

[WiseStamp](#) - Adds a professional looking signature to all emails you send out. I love using this myself for my freelancing business.

[Skype](#) - Use it to talk to clients and do audio/video chats. Most people, especially business people, have and use Skype. I would even suggest creating a Skype account just for your service brokerage.

[Google Voice](#) - Get your own phone number and start taking calls like a professional. Most people like at least a phone interaction before doing business.

CONCLUSION

Fiverr arbitrage is all about momentum. Once you get your first taste of it, with your first sale, you'll begin to understand it more deeply, get a feel for it, and get better at it. It's just like with freelancing, including my own freelancing business.

When I started out, it was very difficult to land my first client. However, I remember that when I did land my first client, I landed my next one, and then another one! Soon, instead of being frustrated that I couldn't find work, I became overwhelmed that I had too much work!

Don't let that put you off, however. Email every single potential client you think you can help connect with a subcontractor and make money with. You will eventually find your groove and quickly understand which potential clients are worth contacting and which are not.

TAKE ACTION

Don't fall victim to the classic problem of always consuming information and never taking action. This should not take you longer than a day on the weekend to set this. All it takes is looking through SearchTempest and reaching out to a potential client. If they show interest or ask for a price, you're already half way there. Follow my scripts and templates above and you should be fine. Even if you searched for 3 hours and only landed 1 client in which you made \$80 net profit, that's still an hourly wage of \$26. \$26 an hour for being a service broker is an excellent rate, especially considering you aren't doing any of the heavy lifting or need to be extremely skilled.

You don't need a website to get started. If that's holding you back, you are making excuses and procrastinating. Put yourself out there and take action. If you feel a website is important and don't know where to start, take my suggestion mentioned earlier and create a Facebook business page.

Remember, treat this as a real business, not just a money making method. Have some respect for your ventures and start treating them like businesses. Treating this like a business gets people to take you more seriously. Having people take you more serious opens more doors. If you are professional and make a client very happy, it's very likely they will do further business with you or even refer someone to you. Most of my business today for my freelancing business is done through referrals. I don't even need to market myself as much as I used to when I got started.

It's very much possible this can become a similar situation for you. You might not even need to scour for clients and instead have clients come to you. That is the ideal situation. People that seek and find you are much more likely to do business with you and will be easier to close.

FIVERR MIDDLEMAN

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WHAT'S NEXT?

If you enjoyed this book and took action, please let me know. I love hearing from my readers. Feel free to contact me at corey@makefiverrmoney.com but please understand I get upwards of 100 emails a day. If you have any questions, need something clarified, or need help, please email me as well and include your order number and I will get back to you usually within a day or two depending on email volume. It's really important that I get feedback so I can continue to improve this book and help people like you. It would kill me if I left a major component out or I didn't clarify a point enough in this ebook.

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