



Freelancers Forum: Is Independent Consulting Right for Me?

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Advantages of Independent Consulting

- ▶ Autonomy – choose what you want to work on
- ▶ Variety – work with multiple clients
- ▶ Flexibility – choose when/where to work
- ▶ Control – choose your own benefits, equipment, travel, etc.
- ▶ Income – get paid for the value you bring
- ▶ Stability – diversify risk across multiple clients
- ▶ Tax Savings – keep more of what you earn

Disadvantages of Independent Consulting

- ▶ Marketing – you have to find the work
- ▶ Requires discipline – must find internal motivation
- ▶ Work–life balance – no paid–time off
- ▶ Expenses – buy your own equipment, supplies, benefits, travel
- ▶ Administration – lots of non–billable tasks
- ▶ Inconsistency – workloads can be highly variable



The Question

"Is independent consulting right for me?"

The Answer

"It depends."

- Personal values
- Desired lifestyle
- Likes and dislikes
- Risk tolerance
- Versatility
- People skills
- Technical skills
- Family situation
- Personal finances
- Discipline and motivation



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