



## Independent Writers of Chicago

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[www.iwoc.org](http://www.iwoc.org)

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### **MAKING MORE MONEY, MADE SIMPLE: INDEPENDENT WRITERS OF CHICAGO (IWOC) HEAR THE SECRETS**

There is no real mystery to forging a successful freelance career. It all has to do with getting back to basics. Adhere to a few simple techniques, and you can find yourself in the sweet position of landing more clients and reeling in more income. That's the essence of what IWOC's meeting will be about on Tuesday, July 14<sup>th</sup>, when IWOC member and author Diana Schneidman shares time-tested lessons on getting "Back to Basics: How to Maximize Your Freelance Writing Income."

Schneidman has spent over two decades as a freelance writer, specializing in the insurance and asset management industries. Through those years she's accumulated enough invaluable income-boosting pointers to fill a book. Which she did in *Real Skills, Real Income: A Proven Marketing System to Land Well-Paid Freelance and Consulting Work in 30 Days or Less*. Some of the choice lessons Diane will impart:

- How to get more work fast
- How to select and manage your niche
- How to negotiate fees
- How to structure payments to assure timely revenue

See? Basic things that can lead to better things in your freelance business. But the first thing you have to do is come to the meeting. The rest...is simple!

The IWOC meeting will take place Tuesday, **July 14<sup>th</sup>** in **Room 4F (4<sup>th</sup> fl.)** at the Gratz Center, 126 E. Chestnut St. / 115 E. Delaware, Chicago, just west of Michigan Ave., adjacent to Fourth Presbyterian Church. Discounted parking (after 5 pm, with validation) is located at the 900 N. Michigan Ave. garage. Networking at 5 p.m. Main program, 6 p.m. IWOC members admitted free and do not need to register. Nonmembers, \$15. (\$10 if pre-registered at <http://www.iwoc.org/calendar>. Click on "July 14<sup>th</sup> IWOC Meeting.") Following the meeting, attendees are invited to a nearby restaurant for a buy-your-own dinner to further discuss writing-related topics or to continue networking. For more information, call 800-804-IWOC (800-804-4962) or visit [www.iwoc.org](http://www.iwoc.org).

IWOC is a nonprofit professional association of freelance writers living in the Chicago metropolitan area whose clients range from local to global. Together, IWOC members represent a broad spectrum of writing talents, consultation services, and specialties serving large corporations, small businesses, and not-for-profit organizations.

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