

Are you interested in...



Then check out this preview of the “Making Money as a Résumé Subcontractor” special report and membership site!

This preview includes:

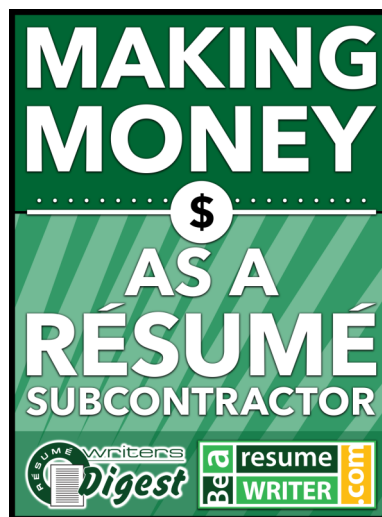
- An overview of résumé subcontracting
- Sample directory listing from the MMRS Directory of Subcontract Opportunities
- Information on how to sign up for the MMRS membership site

For more information, visit:

www.MakingMoneyAsAResumeSubcontractor.com

Annual membership includes:

- The 51-page “Making Money as a Résumé Subcontractor” Special Report
- Access to the “Directory of Subcontract Opportunities” (more than 20 listings)
- Quarterly MMRS calls to help you be successful as a subcontract résumé writer (including access to previously recorded webinars).



Making Money as a Résumé Subcontractor Preview

Résumé writers looking to smooth out the peaks and valleys of their own business may consider subcontract résumé writing. You may also consider subcontract résumé writing if:

- You like the writing, but not the client management
- You want more experience (especially writing for different industries)
- You like variety
- You can handle deadlines (strict deadlines!)

On the other hand, you should NOT subcontract if:

- You like writing in your own style
- You don't like the *writing* part of résumé writing
- You don't like variety
- You have a problem meeting deadlines
- You can't handle criticism
- You think you could make more money working with your own clients

But there are many considerations when you're thinking about subcontracting. How much client contact do you want? Do you want to write from worksheets or phone consultation notes? Are you a generalist or specialist? Do you want to write for a solo writer or a larger contracting firm? These are just a few of the things to think about when seeking a contracting relationship.

Payment is another consideration. One thing to remember is that you won't be paid the same amount you would if you were working with the client directly. You're handling a portion of the project, so you're going to get a portion of the pay. The standard is between 15-35 percent of what the client is paying — so reimbursement may range anywhere from \$50 to \$650 per project.

There are some résumé writers who *only* subcontract. These individuals have years of experience, multiple certifications, and advanced résumé writing skills. They simply prefer the *writing* part of résumé writing, and that's all they do.

Subcontracting isn't for *brand-new* résumé writers. Most firms will require some experience — and, most likely, at least one résumé writing certification. Many subcontract writers provide subcontract writing services while also serving their own clients. As mentioned, subcontracting can help even out the peaks and valleys in your own résumé writing business.

Show Me the Money!

On average, most subcontractors earn from \$100 to \$600 *less* than they would earn for that same project derived through their own business-building efforts. (But, depending on your own experience, you may not be able to generate those types of higher fees on your own.) So why do résumé writers subcontract, if the pay is low? Well, for one thing, there are firms that pay well. And the pay may be better than it appears on first glance.

Remember, with subcontracting, you're probably not going to make as much "per hour" as you would with your own projects, but there is also a *cost* for client acquisition of your own clients that you don't have with subcontracting work. Those costs might be direct — i.e., Google ads, Facebook ads, business cards — or indirect, i.e., the time you spend blogging, promoting your business on Facebook, speaking or writing, etc.)

There's also something to be said for not having to deal with those "client management" headaches — i.e., collecting and processing payment, finalizing the project, etc.

There are lots of things to think about — besides the compensation — when entering into a subcontracting relationship. Workstyle, how often you're paid, the type of clients you'd be working with, the depth of experience you get from the work, paid training, etc.

Most writers are willing to give up 50 to 70 percent of the project value *just* to focus on the writing.

One of the biggest challenges for a new résumé writer is underestimating their talents and "worth" during the start-up phase. Often, new writers charge ridiculously low fees for their services. Similarly, a new subcontract résumé writer often earns less than \$125 per project.

Be sure to investigate company payment policies. Some writers are paid immediately, weekly, or bi-weekly, while others wait 20 days or more for payment on completed work for the entire previous month.

Fast Pace, But Steady Work!

A benefit and downfall (depending on your perspective) of working for larger, high-volume résumé firms is that they provide a constant stream of work — although this also includes daily client project revisions, which can become challenging.

If you operate your own business, or have a full-time traditional job, this tempo can get out of hand if you don't have an efficient time management strategy. Often, companies with the lowest prices (and corresponding fee to the writer) have the fastest turnaround demands, making the process overwhelming for any writer, but especially for inexperienced subcontractors.

Some companies give the writer total project control, while others share in the process by editing the initial draft or completing all the project revisions. Larger firms typically provide steady work, but require the writer to draft the résumé and cover letter, interact with clients through email and phone calls, and handle all revisions for several weeks. With a 48-hour turnaround, and ongoing intermittent revisions, the pace can become hectic. Rush projects have even more stringent requirements, usually a 24-hour turnaround.

Some résumé writers find the fast pace acceptable, while others view this as a nightmare. Seasoned writers caution anyone entering the field to be realistic in what they can truly handle. Before you sign on the dotted line, take time to think about how long it will take to interview a client and/or analyze client worksheets — and, most important, translate all that into a crisp, powerful document.

Client Interaction & The Information-Gathering Process

There are two types of subcontract writer relationships: The ghostwriter and the true subcontractor. Both are commonly referred to as “subcontracting,” but there is a difference for the writer.

Ghostwriters generally have no direct client interaction, and the subcontract writer often remains “invisible” to the end client. The contracting writer or firm may refer to a “team of writers” on the company website, but all communication with clients goes through the business owner or company representative.

In “true subcontractor” relationships, the contracting writer decides if the subcontract writer will have direct contact with the client AND determines whether the client will know if a “team member” is working on his or her project. In some of these “true subcontractor” relationships, the client may know that another writer is working on the documents, but may not have direct contact with him or her. (However, because the client knows that there is another person contributing to the project, it’s not a true “ghostwriter” situation.)

Some contracting writers and résumé writing firms actually list their subcontract writers by name on their website. Most, however, do not.

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This is just a preview of the type of information included in the 51-page “Making Money as a Résumé Subcontractor” Special Report. Additional sections included in the full report include:

- Who Are Subcontractors and What Draws Them In?
- Managing Your Business: Can You Market Yourself *and* Subcontract?
- Signing on to Subcontract (Getting Started)
- Once You’re In, How to Stay in the Contractor’s Good Graces
- Benefits of Subcontracting
- Keys to Success as a Subcontractor (From a Contractor’s Perspective)
- Words of Wisdom from Experienced Résumé Writers
- Results of a Survey of Subcontract Writers
- Red Flags When Selecting a Contracting Writer/Firm to Work With
- Making a Pitch to Subcontracting Firms (what to include in the cover letter)
- What’s In a Contract?
- Profiles of Subcontract Writers

To join the “Making Money as a Résumé Subcontractor” membership site, visit:

www.MakingMoneyAsAResumeSubcontractor.com

Your annual membership in the “Making Money as a Résumé Subcontractor” membership site also includes access to the always-updated Directory of Subcontract Opportunities. Here is a sample listing:

RSO Résumés

Added 10/2015; last updated 10/2016

RSO, formerly ResumeSecretsOnline, requires additional writers to join our team of talented professionals.

Duties:

- Providing résumé critiques
- Editing and re-writing existing résumés for clients in various fields and industries
- Writing résumés from scratch from client data provided
- Direct interaction with clients as necessary, including phone and/or email
- Knowledge of WordPress (Fundamental ability to find your way around WP-Admin)
- Ability to work with WordPress templates
- Good eye for design

Contact Name: Irma Rojas

Email: irma@rsoresumes.com

Website: www.rsoresumes.com

Phone: (561) 600-0398 (9 a.m. to 5 p.m. EST)

Specialization: Providing résumés, LinkedIn Profiles and online branding to a variety of clients in various industries

Client Fee: To be Agreed (Depends on experience and type of work completed)

Writers (qualifications desired/required): Must have excellent written and verbal English communication skills, an understanding of various industries and job functions (including entry level, technical, professional, and executive roles), knowledge of various résumé formats and the ability to determine the best formats for each individual. Relevant experience as a professional résumé writer required. Certification preferred but not required (NCRW, CPRW, CRS, ACRW, CARW, CMRW etc).

In addition to the above; a working knowledge of LinkedIn, online branding and WordPress (basic) would be a definite advantage.

How to apply: Email Irma with your résumé, cover letter, three samples of your work and answers to these questions:

- How many hours are you available per week?
- What is your ideal working relationship?
- Any additional relevant information

What spells rejection: Inability to follow instructions or poor attitude with clients

Special requirements: Some client contact, must be able to upload documents to a system and follow prescribed instructions with WordPress templates.

Turnaround: Usually 3 to 5 days

Pay to subcontractor: Fixed price payments based on type of work being done. Pay is generous for right person, along with bonuses for over-achieving

Demand weekly: Up to Writer

Client Management: Online system for client and document management

Phone consultations? Paid extra? There is some client contact included in fixed price (or, where appropriate, hourly pay)

Do writers upsell? No

Revisions: Yes, paid based on fixed price for résumé

Special comments: Looking to ramp up Nov. 1, 2016 and expect to do so quickly

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**Directory of Subcontract Opportunities listings
are only available to MMRS members.**

For more information about membership, visit:

www.MakingMoneyAsAResumeSubcontractor.com

