

Top 12 Pitfalls for Self-Employed Folks **BETA**

Part of Series: How to Thrive as a Self-Employed Person, with Jenny Girl Friday

1 Not charging enough

People who need me won't be able to afford me

I'm worried that people will not think I'm worth it

I'm not in this for the money

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2 Working too many hours

I don't want to turn people away

What if next month I don't have enough work?

40 hours or more is standard

I won't make enough money

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3 Saying Yes to all/most requests

I wanted to help them ... if I don't, who will?

It could lead to more work

It's a good opportunity

It'll only take me 15 minutes

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4 Not planning in self-care and vacations

Work is taking all of my time ... then, I'm too tired in my off hours

I can't afford it right now

If I don't work, I don't get paid

My clients need me, they might relapse or struggle if I'm gone

Who am I to get extra time off? Everyone around me works a lot

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5 Avoiding tax + license knowledge and chores

Whenever I research, it gets more confusing

The system is so unfair, I don't like participating in it

I'll figure it out later

I'll find an accountant

>

6 Not creating a number tracking system that fits you

I will figure it out later

I will look for an accountant or bookkeeper

I bought Quickbooks because __ recommended it (or, it's the right tool)...but it's broken/confusing/not working

I hate numbers! I don't like thinking about it

I have more important things to do

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7 Not niching in

I don't want to turn anyone away

I won't get enough business if I specialize

I don't want to say I'm an expert in an area

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8 Being a harsh or negligent self-manager

I didn't know I needed to be a self-manager!

If I have a lot of work to do, the only way to get it done is to keep working I can catch up on the weekend, or I'll wake up early to get an extra hour

Being self-employed means working all the time

What is wrong with me? ...that I can't understand this stuff? (biz chores) Or, why does ___ feel so hard?

It's up to me to do everything or figure it out

No ... I don't give myself rewards ... my work is the reward

When I mess up, I will need to focus on it constantly to fix it

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9 Letting the imposter syndrome win

If I charge more, what if I can't deliver?

I'll wait until I'm better / get that certificate / etc before charging more ... or specializing

I want to blog / start a podcast / write a book ... but I don't know what I would say? Or, I have to wait until I have more accomplishments

I've been invited to give a talk, but don't feel ready

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10 Doing business chores in the margin

Isn't that what everybody does?

I have to provide services / make products 40 hours a week, when else will I get these things done?

The business chores always catch me by surprise, so I just have to fit them in where I can

I just want to do the core part of my job

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11 Being lonely

I've tried networking events, but I didn't like them

Co-working spaces are too expensive

I just fell into this, I don't think of myself as a business person

I want to share my victories, but friends get jealous

I want to share my struggles, but friends can't relate or don't have empathy

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12 Staying in "Mouse" mode

I don't have time for a retreat

I've gotta get through my to-do list ... maybe when I'm caught up

Why do I need to do the Eagle mode anyway? I'm full with clients.

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Common Results

A new Hamster Wheel / Working all the time, sinking financially

Fall out of love with your vocation

Burnout / hit a wall / decide to leave self-employment or this career

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Instead

Dance around these pitfalls with grace - with reframes and proactive strategies