

Staking Your Claim: The New Work from Home Frontier

How do I?

Should I?

Is working from home for you?

Ask yourself some key questions –

- Am I usually able to motivate myself to start my day?
- Do I like to work independently?
- Does my home provide a space that works for a home office?
- Is my current work or my skill set easily transferable to remote work?
- Am I able to segment my work and personal life?
- Read more –
 - [What You Need To Know To Start Working From Home \(forbes.com\)](https://www.forbes.com)
 - [Why remote work didn't work for me \(theladders.com\)](https://www.theladders.com)

There are always pros and cons

Pros

- Possible flexible hours
- More flexible wardrobe
- NO COMMUTE
- Work for a company or in a position that isn't available in-person in your area
- Take your job with you if you need to relocate

Cons

- Yes, you still need daycare
- The never-ending pull to be “on”
- Co-workers/boss who question if you are “really” working
- Others not respecting your work hours
- Household distractions and noises
- Lack of human interaction

Multiple structures

- *Home office is home-base*, but you *travel often* to meet clients, visit project locations, seek professional development – grant writing is an example
- *Home office is all there is*, you have a very focused, independent gig that involves only remote interaction – editing or coding are examples
- *Home office is home-base*, but you *go to the office* with the rest of your team frequently – seed sales
 - One or more set days each week
 - One “chunk” of days back-to-back each month
 - Several days a month on a random schedule

What to do to get started

What do you want to be?

- An employee working from home
- An entrepreneur working from home
- An independent contractor working for one or more companies from home
- Someone working in the knowledge economy OR creating and selling a tangible product

Why do these things matter?

- Level of complexity increases IF you want to remain an employee with your current company
- Space constraints are more for a tangible product
- Monetary risk is higher if you go out on your own



Setting a price for your product or rate for your service

Think early and often about how to price your product and/or the hourly rate you will charge

There are many hidden costs that can crop up and it is very hard to decrease price/rate

Know the market AND your cost of goods

Things to consider

- Personal life costs you must cover
- Covering lost benefits
- Price breaks for non-profits
- Bulk discounts/repeat customers
- Hourly rate vs. lump sum fee
- Out of pocket expenses for subs, mileage etc.

Let's Keep Talking

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