

# Staking Your Claim: The New Work from Home Frontier

Getting to yes

# So, you've decided this is for you

Now come specifics depending on your goal. Which of these have you said yes to?

- I want to WFH for my current employer
- I want to find independent contractor gigs for one or many employers
- I want to find a new employer who will allow a WFH option



# Getting my current employer to agree



Think about what you know about their current attitude about WFH



Put pencil to paper and sketch a plan that describes how your current job could be done remotely



Imagine any vacant positions that you are qualified for that could be done remotely



Prepare yourself with answers to common questions



Be prepared to take it slow

# Getting a current employer to agree

- Schedule a time that works for a longer discussion; reassure them you are happy with your current position, but would like to talk about options for the future
- Introduce the subject with positive examples of where it has worked and how it would benefit the company
  - Focus on the positives for them
  - Think of problems it will solve
- Share the plan you have for how it might work
  - Think about a gradual phase-in plan
  - Be open to negotiations and thinking about the areas in which you would be flexible
- Remember, this could result in many other employees making the same request – there may need to be a company policy

# Going out on your own



Think about your skill set and what might start as a side gig



Put pencil to paper and figure out what revenue you need, what that means for an hourly rate and how you'll cover insurance



Imagine working your network for possible clients or projects



Tell your employer that you plan to start a side gig and answer questions they have. In some cases, this may not be necessary.



Set a goal for how much you want to earn and how quickly to determine if this might become permanent



## Do you want to grow?

You most likely will start small – just you

But if work load grows, do you want to hire people? Do you want to sub-contract? Do you want to say no?

Consider growth and structure changes with trusted advisors.

This goal may evolve over time, but it is OK to just have your own gig and not feel pressure to become the next big thing.

# Let's Keep Talking

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