



## FREELANCE FORUM

PO Box 250024  
Atlanta, GA 30325  
404-705-2400  
www.freelanceforum.org

**Annual Membership Dues:**  
Individual - \$75  
Couples/Partners - \$120  
Student - \$60

### 2001 EXECUTIVE BOARD

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F R E E L A N C E

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E-NEWS FOR  
MEMBERS & SPONSORS of  
THE FREELANCE FORUM  
JANUARY 2001

Thursday, February 1st Meeting

## Preventing Slow Pay, No Pay—and How to Collect When the Worst Happens



Breathes there a creative freelancer who *hasn't* experienced at least one problem collecting payment? Learn from collection attorney **Lewis Feingold** how to reduce your likelihood of collection problems—and legal steps you can take when you face nonpayment. With more companies than usual encountering financial difficulties (even bankruptcy), this is a program you can't afford to miss! (*Guests, bring our ad in the OZ Creative Index for free admission. One time use only, please*)

**WHEN:** February 1, 6:15–8:30 PM  
**ADDRESS:** 1152 Spring Street

**WHERE:** The Hampton Inn, Piedmont Room  
**ADMISSION:** FREE for Members/Guests \$10

**DIRECTIONS:** The Hampton Inn (404-872-3234) is conveniently located at 1152 Spring Street, immediately south of the intersection with 14th Street. Look for the Inn on the right-hand side of Spring Street, which is one-way southbound. Go through the lobby and continental breakfast area to the Piedmont Room.

## 24/7 Portfolio Show on the Web

**W**hat portfolio samples will you post on the new FreeLance Forum web site? Our completely redesigned site is now being refined and readied for an early spring launch. So, it's time to start thinking about how you can use it to promote your freelance business.



Your Sourcebook profile will be posted in Phase I, with links to your web site, if you have one. In

Phase II, buyers of freelance services will be able to review samples of your work in the Portfolio section of the site.

Our attempt at a sneak preview at the January meeting was thwarted by the hotel's PBX system—we couldn't get online! However, steady progress is being made and soon you'll have a chance to see it for yourself. Headed up by **Steve Knapp**, our Web development team includes **Bonnie Buckner-Reavis, Dan Friedman, Catherine Wright, Sean Burnley, Georgia Dzurica** and **Barbara Wilkes**.

We've allocated a significant portion of our 2001 budget to promote the new site to buyers of freelance creative services. If you would like to help develop and execute the launch promotional campaign, please call Kathy Couch at 404-321-7811.

### BE SURE TO MEET OUR NEWEST MEMBERS

We're delighted to welcome six new members to The FreeLance Forum:  
**Heather Barbour**, illustrator; **Elizabeth Marshall**, graphic designer; **Jack Massa**, web designer/writer; **Margaret Higdon Tate**, copywriter; **Bonnie Buckner-Reavis**, web developer; and **Catherine Wright**, database developer. Please take a moment to introduce yourself to them at our next meeting.

**SPREAD THE  
WORD! SEND THIS  
NEWSLETTER TO  
TWO FRIENDS.**

### Volunteers Make It Happen!

No organization can survive for long without the spirit of volunteerism. There are a myriad of tasks that need doing in order to keep The FreeLance Forum humming along.

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**COMMITTEE CONTACTS**

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**Freelance Forum Discount on Selling Seminar**

**A**re you ready to take your freelancing business to the next level? Does the idea of cold-calling strike fear in your heart? Your FreeLance Forum membership gets you a 23% discount on an exciting business-boosting prospecting workshop—Slaying the Cold-Calling Dragon—on January 27th.

**DATE:**

Saturday, January 27, 9 AM–1 PM

**VENUE:**

Hampton Inn, Cumberland area  
(770-333-6006)

**COST:**

\$65 (FreeLance Forum members pay just \$50!)

**FOR ALL THE DETAILS:**

www.wellfedwriter.com  
(click on Seminars). Got questions?  
Contact Peter at 770-438-7200  
or at bowerman@mindspring.com.

This half-day seminar is aimed at copywriters, graphic designers and other creatives who must cold-call to build business. It will be led by Peter Bowerman, Atlanta-based freelance copywriter and author of the new best-selling book, *The Well-Fed Writer: Financial Self-Sufficiency as a Freelance Writer in Six Months or Less.*

**Volunteers Make It Happen! continued**

The year 2000 proved once again that the volunteer spirit is alive and well. Perhaps it's the self-starting nature of freelancers in general, or simply a reflection of the quality of members that The FreeLance Forum seems to attract.

In any case, we couldn't have enjoyed the success of the past year without the volunteer efforts of so many of our members:

**Sean Burnley, Keith Bishop, Kathy Couch, Georgia Dzurica, Dan Friedman, Paul Glickstein, Lois Graham, Richard Grimsley, Steve Knapp, John Laseau, Elizabeth Malone, Linda McCulloch, Debra Mercaldo, Perry Mitchell, Jay Montgomery, Janie Morgan,**

**John Nelson, Jame A. Riley, Bonnie Buckner-Reavis, Ellen Ross, Lisa Rubilar, Tim Shannon, Jerry Silvestrini, Sharon Wasserman, Dean White, Barbara Wilkes and Catherine Wright.**

Thanks, everyone. (If any name has been left out, we apologize for the oversight.)

Volunteering is a fantastic way to get to know other members in a way that isn't always possible at the monthly programs. There are many opportunities during the year to contribute just a little bit of your time to making The FreeLance Forum the best organization of its kind in Atlanta. Step forward and share your ideas.

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