

5 Tips to Start a Web Design Business

# How to Make Money Designing Websites From Home



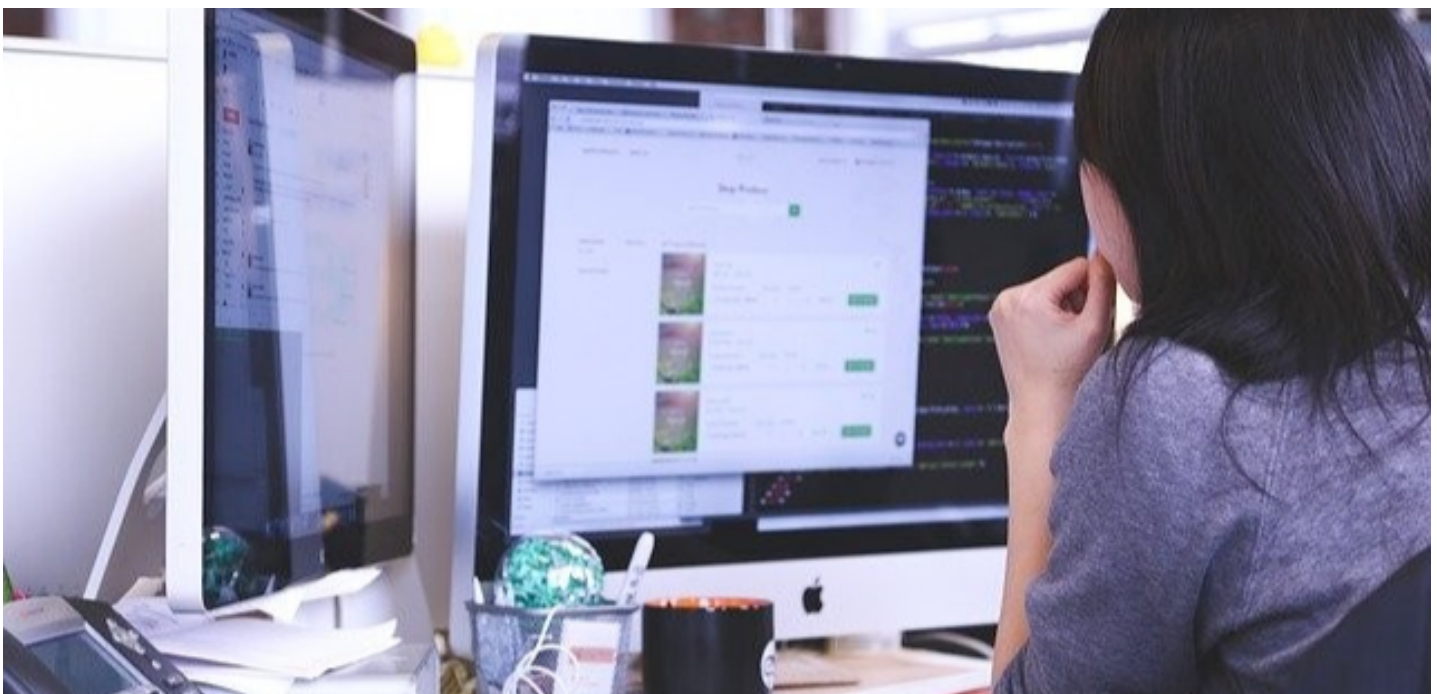
KODERKRAFT



**How to Make Money Designing Websites From Home**

## Table Of Contents

<b>Start Building Websites</b>	<b>4</b>
What You Need to Build Your First Website	4
Invest Time Learning WordPress	4
<b>Tell Your Friends</b>	<b>5</b>
<b>Know Your Logistics</b>	<b>5</b>
Tips When Meeting With Prospects	5
<b>Look For Local Opportunities</b>	<b>6</b>
<b>Learn As You Go</b>	<b>6</b>
<b>Conclusion</b>	<b>7</b>



# 5 Tips to Start a Web Design Business

"Let's do it," the client said as he gave me a check for \$600.

As I took the check from him, it's difficult to articulate what sensation I felt when I saw my name in the "Pay to the order of:" line and that delightful "\$600" sum grinning back at me.

After we shook hands and I went back to my car, I felt a profound feeling of achievement as I had made my first sale and client on a web design project.

What made this time additionally satisfying was that I had just barely begun making web sites four months back.

As I drove back home from our meeting, a plague of evil thoughts started to torment my brain:

*"What if he thinks the site is garbage?"*

*"You're fake; you realize that you don't even know how to make websites!"*

*"When will have the time to make his website?"*

Fortunately, I conquered these thoughts, and inside half a month, I made the site, gathered the rest of the cash owed to me, and kept working with the client right up 'til this present time.

Since mid-2011, I have made around five figures (xx, xxx) making and maintaining websites for customers.

The work I did was part-time, and with a couple of clients only, had I invested more energy advertising my business, I realized I could have made more money. **I didn't stop my everyday job, worked a couple of hours every week on my client's sites, and still raked in some serious cash.**

So, whether you need to start your own web design business, make money as a consultant, or learn ways how you can get a job in web design, here are a few techniques that I've used to become a capable web designer and effectively make cash building websites.



# 5 Tips to Start a Web Design Business

## Start Building Websites

Prior to you even considering showcasing yourself as a web designer or think you can make cash building websites, you need to get out there and make one yourself (of course!).

I know, it sounds self-evident, yet a lot of individuals nowadays love to boast on things like entrepreneurship, web designing, and so on, when they have nothing to show for it.

But don't stress, because the days of mastering code, HTML, and CSS because of programs like WordPress are gone.

## What You Need to Build Your First Website

- Domain Name (yourwebsite.com) – This can be purchased through a domain registrar like Namesilo for as low as \$8 every year. \$6.89 only using promo code when you start with me.
- Hosting Server – This is where your site's files are kept. I recommend utilizing Vultr or Hostgator as they are reasonable in price, and their website is anything but difficult to use.
- WordPress Program – This can be installed for free on your server within a single click.

That is truly it!

Have a go at building a website about anything, regardless of whether it be your very own blog or a test site about a favorite band or show.

I began to make money building websites at first by building small business specialty websites.

After building a couple of these sites, I felt confident enough working with WordPress to sell my web design services to businesses.

## Invest Time Learning WordPress

Invest time every day figuring out how WordPress functions, mess with new topics and modules, and obviously, Google everything without exception that you consider to be web design related.

Trust me; it's smarter to jump in and learn as you go instead of not making a move until you "know enough."

Had I done that, at that point, I wouldn't have had the right skills to make a website for my first client five months after I began learning web design!

By that point, my first client's site was the sixth site I had built instead of the first, so I had a superior hold on what I was doing.

Additionally, that customer may have discovered another person ready to build them a website rather than me, and I could have missed out on that open opportunity completely!

Fortunately, I didn't, and you won't either on the off chance that you **simply start**.

# 5 Tips to Start a Web Design Business

## Tell Your Friends

When you start to make cash building websites, let everyone know about it. I am saying you should make others mindful of your newly discovered abilities.

The reason behind why I advise everyone to do this is simple: I found my first customer through a friend of mine after an opportunistic discussion with him at a wedding.

I told him how I began to make cash building websites as a side hustle (as I said before, at first, I started by building small business specialty websites before working on big projects). He told me a neighborhood dance hall organization that he spent time at required a new website.

In this way, I got the client's contact info and have been working with them from that point forward!

I've upgraded their site twice, have done SEO work for them, and even found another client because of a referral by them.

Simply put, that opportunity was what propelled me to make a few thousand dollars automatically as well as gave me the skills to find a new line of work in the web development field.

Additionally, it helped me reposition myself to make cash building websites for others as opposed to myself. Who knows? Perhaps there's an opportunity hanging tight for you somewhere or after you let people know what you're doing!

## Know Your Logistics

In a perfect world, you need to do this before you have a meeting booked with your first client. However, it's OK on the off chance that you wind up scrambling the day before as I did (don't expect a lot of rest that night!).

You'll need to make a proposal that incorporates your scope of work, cost, and how long it will take you to finish their website.

There are a ton of proposal layouts accessible on the web, so choose the one you like and include all the vital info – it doesn't need to look great.

Additionally, you can either show them your portfolio or a mockup of what you have in mind for their new website.

Once again, this doesn't need to look great – simply think of something and put forth your best effort to sell them on it.

You will get familiar instantly just by meeting with this first prospect regardless of whether or not they wind up going with you, so don't be disheartened if things don't go the way you planned right away.

# 5 Tips to Start a Web Design Business

## Tips When Meeting With Prospects

- When meeting with your clients, have your proposal printed and prepared for them to sign.
- Ensure the proposal only looks great as well as it is straightforward.
- Try to keep your proposal to just a couple of pages (limit of 5).
- Be thorough as possible, and attempt to incorporate all necessary and essential information (clarify the need for responsive design however don't reveal anything about a particular WordPress theme that you like).
- Look your client in the eyes, and make sure you act extremely engaged in the conversation and inspired by their business.
- Sit upright and talk confidently.

The greatest mistake I made when I previously began working with clients was I priced myself unreasonably low for the amount of work I did.

Price yourself accordingly, for instance:

I set my total cost at \$1,000 for the first website I made and had my client pay me \$500 upfront and \$500 when I completed the project.

Personally, I see this kind of pricing adequate for your first client.

Make certain that you explicitly state in your proposal the work that you will be doing, and let them know for any reason if you wind up going outside the scope of work that it will cost extra.

Obviously, you need to be understanding and guarantee that your client is satisfied, however getting this taken care of in advance will spare you long hours of working late into the night for free (trust me, I would know!).

## Search For Local Opportunities

I'm going to be straightforward with you:

You're most likely never going to build a site for Pepsi.

You may, in any case, have the option to make money building websites for neighborhood cafés, veterinarian centers, dental offices, and so forth.

Make a list of all the small independent companies inside 30 miles of your house, Google them, and see what their site looks like.

On the off chance that it's really old, difficult to navigate or rank low on search engines, then you've most likely got an open door on your hands to make some money.

Connect with these owners by email or simply walk in and present yourself.

Leave them your contact info and try to set up a follow-up meeting with them to talk about your work and the cost of your services.

Keep in mind: the most and only terrible thing they can say is no, so in the event that you want to make money building websites you will need to put yourself out there.

# 5 Tips to Start a Web Design Business

## Learn As You Go

If you can't tell, I'm deliberately not going into detail with things as I could be because I need you to get out there and learn things for yourself by taking action.

I didn't figure out how to make money building websites, compose emails, or work with customers through reading a bunch of articles.

**I learned by doing.**

On the off chance that you don't want to start freelancing as a web designer until you "know enough" then I recommend you quit reading this and simply begin messing around in WordPress.

I'm not kidding, quit reading this now and begin building in WordPress.

You can do it, and if you hit a roadblock Google will be your closest friend.

The one thing holding you back from getting this \$500 check written to you by that nearby company or restaurant is yourself.

Get to work, practice as you go, quit whining and start bringing in that cash building websites.

## Conclusion

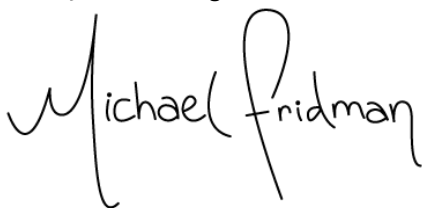
You can read a million articles on things like website design, SEO, or how to make money building websites like this one, yet until you really open the WordPress backend and begin investigating it for yourself you'll have nothing to show for your knowledge except a major head.

These 5 tips are what eventually took me from working for someone else to working at an e-commerce company with double the salary and even a super side hustle that makes me thousands of dollars every year.

Get to work, I guarantee if you don't quit you'll progress very well.

Also, I'm currently working on a membership/course website where you can learn step-by-step on how to start, design, find clients, and more. This site will be updated monthly with new content and tips/tricks to make your life a whole lot easier, as well as a Facebook community where you can ask questions directly.

Thank you for reading!

A handwritten signature in black ink that reads "Michael Friedman". The signature is written in a cursive, flowing style.