

Starting your freelance business

- ***Publish anywhere***

On and offline, in local or national magazines and newspapers.

- ***Create a portfolio***

Tear sheet your pieces, create a PDF with multiple articles in it, and keep a list of links.

- ***Contact editors***

Contact associate editors first, if you don't know the magazine well, then work your way up to the Editor-in-Chief. Call, email, and/or snail mail. Also meet them face-to-face at trade shows and conferences.

- ***Hand in a professional piece***

I reiterate once again—this is that important—hand in your best work: the best article, the best artwork, and the cleanest copy possible.

- ***Ask for Referrals and Introductions***

Once you get to know a magazine's editors, check their publisher for other properties they may own. As if you can use the editor's name as a reference or even ask for an informal introduction.

- ***Work both sides of the table***

Write the article and then go to editors to pitch it for publication or write for a company or organization and pitch it to a publication. You can also get direct assignments from magazines.