



MY CLIENTS WON'T PAY ME! WHAT NOW?

The question: My client won't pay me? Do I have to beg?
Ellie

It happens, that's all I can say. And in order to continue freelancing and work from the comfort of your own home, you'll have to accept it. One of the biggest perks about working from home is being able to organize your time and dictate your own schedule. The biggest problem we will have...is sadly, payment.

If the project is already confirmed and better yet, if there are documents and agreements signed between you and client, you can safely pursue this client by dropping bomb-sized hints via email. The excuse of 'My boss is harassing me about your payment' is cannot be used because...you're the boss! But you can say things like "I was just wondering..." Or "No rush but when can I expect the payment" or "My computer needs an upgrade and I plan to do it tomorrow. Can I get the payment soon?". And perhaps, you can also say things like..."I heard a hurricane hit your State. How are you doing? I hope you're doing well". Sometimes, when you voice your concern about their wellbeing and health, they will start feeling guilty and pay you.

Telling the clients off won't work too well in your favor because you still want their business, so, don't tell them off. Maybe they are trying work some things out on their side or trying to get THEIR clients to pay them so that they can pay you. It's true. Some clients are mere in-between people. And if this is the case, they may need to ensure that THEIR clients pay them so that they can pay you.

Whether their clients pay them or not...is not your concern. It's got nothing to do with you. The work has been done and the job delivered on time. So, you SHOULD be getting your payment whether their clients run away or not! Remember that...and if your client gives you the same line....say, "I really understand and sympathize with you but...I can't help you there! Now, when can I expect the payment?"

Send them an email every other day. If they don't respond, your senses should be tingling by now. By the third time they ignore your email, say something firm but not nasty. If they still don't respond, send them another invoice. Some payment processors like paypal, stormpay and ikobo allows you to send invoices to payors, so, do that. If this is already the fifth time you're sending the email, send them repeated invoices every day.

By then, they should get the message.

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