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## 5 Great Reasons To Hire A Telecommuter

By Nell Taliercio

How would you like to hire someone that is more motivated and more qualified to do the work and

costs you less than your average employee? No, I am not talking about hiring someone illegally. You can accomplish this simply by employing a telecommuter. Let's take a look at 5 very good reasons, why it makes sense for you to consider telecommuting from an employer's perspective.

1) **Less Overhead** How much is all this office space, furniture, computer equipment along with your IT department to maintain them, utility bills etc. costing you? Telecommuters do not require any of the above, which will cut your overhead cost tremendously. Telecommuters use their own office, their own equipment from computers to paperclips; use their own power, phone and Internet connection. If their computer acts up, it's up to them to get it up and running again.

2) **Less Benefits To Pay** Most telecommuters are independent contractors. You do not have to provide for health care, workman's compensation or paid vacation. Consider the tax benefits as well; there is no employer portion of federal and state tax to pay.

3) **Hire Experts When Needed** Do you need someone to write the occasional press release and maybe come up with a revision to your brochure every once in a while? Instead of hiring someone fulltime as your marketing person, consider outsourcing the tasks to a freelance telecommuter. You will pay per project, or hire your freelancer for a few hours per month, instead of creating a marketing position. Freelancers give even small businesses the opportunity to hire an expert for almost any task.

4) **On Demand Work** Do you expect a temporary increase in your workload, be it seasonal, or because you just landed a large project? Why not pick up a few telecommuters for the task instead of working with inexperienced temps, or hiring in-office personnel that you may not need three months down the road. Telecommuters combine the flexibility of temps with the on-the-job experience of permanent employees. You get the best of both worlds.

5) **More Motivated Workers** Telecommuters have a very good reason why they want to work from home. Whether that reason is being able to stay home with the kids, a disability, or avoiding a long commute, being able to work from home makes them happy. As you well know, happy employees are

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more motivated, don't count the minutes until they can leave the office and overall get more work done.

If you haven't already done so, I encourage you to give telecommuter a try the next time you need a highly motivated, experienced worker, but aren't in a position to create a permanent onsite position. Once you have experienced all the benefits a telecommuter brings to your organization, you may even consider converting even more positions to telecommuting.

Learn more about hiring and using telecommuters for your business at

<http://www.telecommutingmoms.com>

## 5 Simple Techniques to Work at Home Forever

**By Sylvie Charrier**

If you've spent any time online, you will already know that there are lots of scams out there! You might have even begun to doubt that there are any work-at-home positions available for serious jobseekers. If this sounds like you, you aren't alone!

Believe me, there are real home based jobs, but what most of the work at home sites omit in their information packages is that it takes work to get work. Finding a telecommuting job can be a full time job in itself, but if you don't have all the facts, you will be spinning your wheels trying to get somewhere or you will probably give up within a few weeks. That would be a shame, because there aren't enough high quality telecommuters as it is!

Look, I know you're skeptical. So was I, a few short years ago. That was before I started implementing some very unique strategies that allowed me to generate so much work from my small home office, that I needed to hire extra staff just to keep up with it all!

The strategies I used are actually very simple, and you can duplicate these ideas to become a very successful telecommuter. In fact, I want you to copy my techniques, even if it means I create my own competition! Why? Because every time a new person starts to work from home more successfully and efficiently, that means one more employer is happy with the concept of hiring homeworkers! That means everyone gets more jobs, and more opportunities to do what we all love to do...working at home in our pyjamas!

So, let's cover the top 5 simple techniques you can use to work at home forever, shall we?

Never pay for any job! There is never a good reason to pay for work, and I am amazed at how many jobseekers waste precious time and money chasing after schemes that will never pay. It wastes a lot of time you could better spend targeting your jobsearch to legitimate and valid work.

Get your materials ready! You are going to need to be ready before you start looking for work. You will need a specialized telecommuter's resume, an excellent cover letter template, and an online portfolio that showcases samples of your work. Without these things in place ahead of time, you will not be

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ready for rapid response when an employer needs to see your stuff.

Make sure you have all the equipment and software you're going to need! Depending on your skill set, you're probably going to need special software and equipment to do your job right. Don't expect an employer to pay for these things. A prospective employer is more likely to hire the next person who is properly equipped, rather than hire you if you expect the employer to pay for what you need to do your job.

Know what you do for a living! This is an absolute necessity if you want to work from home. You may think that you want to do "typing at home", but if that's all you can think of, then you're wasting time. Think about how your typing skills will be useful to your employer, come up with creative applications of

that skill, set up samples to show what your service looks like, and plan ahead on how much you will charge for that service. Be willing to tell prospective employers exactly what you do and how much you charge for it.

Change your strategy! Instead of looking for jobs that have already been posted online, and have already been taken, look for companies that are well suited for your talents. Create your own work by contacting companies that have not yet posted jobs online, and eliminate the competition. But, make sure you know exactly what service you plan to offer that company, and why it is useful to them. Don't bother contacting companies by sending vague resumes. That technique never works! Contact targeted companies with specific services in mind, and let them know you are open to alternate suggestions.

These techniques work extremely well, and using them allowed me to build my home based service company from scratch, without spending a dime on advertising. I was broke when I started working from home, and I didn't have a computer. Using these techniques, I was able to slowly build my business and develop a client base that has consistently earned me more money than if I was working onsite. You can do it too!

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