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## How to Be a Professional Writer

By **L. C. Peterson**

### How to Be a Professional Writer by L. C. Peterson

In my first ten years as a part-time writer I sold 400 manuscripts; including two books and a monthly column. This was accomplished with no English or writing degree or experience. I have been asked "How did I publish so many manuscripts so quickly?" Here's what I did.

In my study of the freelance writing field and my experience selling, I discovered eight basic steps that showed I was serious as a writer. Apply these steps to your work and editors will see you as a professional writer they can depend on.

- Bring a business mind to your work. Writing is a business.
- Act professionally. Don't be too casual in your conversations or appearance. For example, when first selling don't mention or make excuses for your lack of sales.
- Learn the process of creating, rewriting, and editing. Your work represents your knowledge and abilities.
- Meet deadlines. Don't put editors in a bind.

- Be accurate. Show you know what you are talking about.
- Know the copyright laws. Protect your rights.
- Develop a record system. Know what manuscripts are where and what rights you have left to resell.
- Learn how to market your work. Agents are not useful or needed in every genre or writing field.

If you apply these eight steps to your work they will speed the number and quality of your manuscript sales. You will build a reputation as a writer editors can depend on and readers will enjoy.

Traffic Machine Bringing Thousands of Targeted Visitors to Your Sales /7 – Without Spending a Penny on Advertising.

L. C. Peterson is a writer and webmarketing consultant. Other articles and writer's tips can be found at <http://www.salesandtales.com>. A freelance writing tutorial can be requested at <mailto:writingclass@sendfree.com>.

### **What Publications Should Look for in a Technology Writer**

**By David Geer**

#### **What Publications Should Look for in a Technology Writer by David Geer**

What to look for in a technology writer.

A good technology writer has a good portfolio. The writer you want will have samples that parallel the content you're looking for. A good portfolio sample can be found at <http://www.GeerCom.com/samples.html>.

A good technology writer is a good investigator. A professional technology writer takes time to get to know you, your publication, and your goals. What do you really want to get out of this project? A great writer will ask because a disciplined professional needs to know.

A good technology writer is a team player. Professional writing requires top-notch communications skills on all levels, not just in the text of your articles and features. The writer you want should be able to carry on a dialogue with you and your team to discover your needs, and to make sure that they are met.

A good technology writer is prepared to work with you and your team until you're satisfied.

Consultations, revisions and changes should be built into the fee. These are part of the process and should be foreseen by the writer.

Finally, a good technology writer instills confidence. After providing the necessary requirements and information, you should feel comfortable letting the writer drive where the story is concerned. You should be able to rely on their responsiveness to your queries. You should be assured that they will deliver all that you expect and more.

About the Author David Geer is chief technology writer, technical journalist and owner of Geer Communications, which helps print and electronic publications meet their content needs. E-mail him at David@GeerCom.com, call him at 440-964-9832, or check out the Geer Communications Website at www.GeerCom.com.

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