



33 Ways to Find More Clients

1. Ask current clients for new work.
2. Ask current or past clients for referrals.
3. Go to industry conferences.
4. Maximize your LinkedIn profile and add keywords.
5. Send a ridiculous number of letters of introduction (LOIs).
6. Follow up on past LOIs or with people you've met in real life.
7. Add a new service.
8. Apply to speak at conferences as an expert in your field.
9. Reach out to your contacts who are at new jobs.
10. Write a guest blog post in your industry.
11. Ramp up your social media game.
12. Go old school and mail out postcards to a select group.
13. Join organizations and make sure to fill out your profile in the online directory.
14. Apply to win awards in your field.
15. Be active in Facebook groups and/or Twitter chats.
16. Create a private Twitter list of potential clients.
17. Launch or revive your blog.
18. Create an email list.

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19. Create a newsletter.
20. Create a freebie.
21. Set up keyword searches on Twitter.
22. Ask for testimonials from happy clients.
23. Ask for LinkedIn recommendations.
24. Try Facebook Live or Instagram Stories.
25. Be a guest on a podcast.
26. Revamp your website.
27. Update your online portfolio.
28. Consider partnerships.
29. Answer job ads.
30. Go to local events.
31. Connect with a co-working space.
32. Tell everyone you meet what you do.
33. Fire a client.

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