

# **Freelancer's Perspective**

# Ways To Make Money Online

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April 2015

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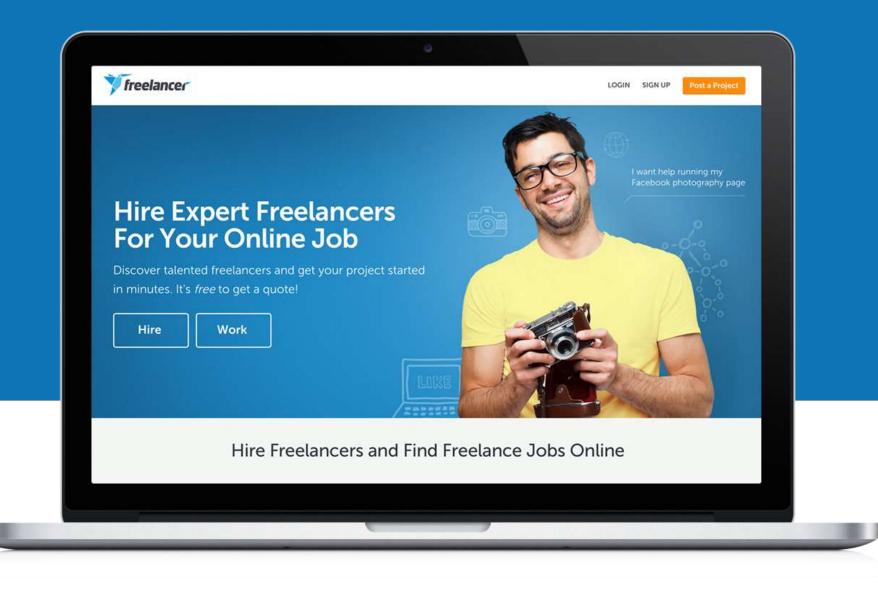
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15,149,807 REGISTERED USERS **\$2,242,948,000** TOTAL VALUE OF PROJECTS POSTED\*

\* Data as of 14<sup>th</sup> April 2015. Data aggregated for all acquired marketplaces since 2001.



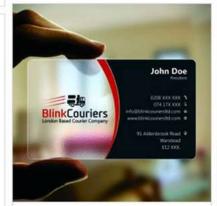
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Dishoom Board Game By nitexblue US\$100



Blink Couriers Logo and Card By nipen31d US\$92







Android Application For Dating By lubus US\$384



Air Jordan 11 Red Custom Design By brennens3d US\$35



**3D Kinesiology video** By LukaBau

US\$945

MicioTrip N By ysfworks	leeds You!	US\$77
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 Design a Logo for 901Drones.

 By deztinyawaits
 US\$200

 Image: 2.4k
 Image: 0
 Image: 3



 3D Animation of House Water

 System
 US\$722

 Image: By alextula2
 US\$722

 Image: Transformed system
 Image: Transformed system

 Image: Transformed system
 Image: Transformed system

 Image: Transformed system
 Image: Transformed system

MEDICAL SUPPLY





 3D Design for Golf Putter Head

 By CADWORX
 US\$190

 Old
 26.5k
 Call







"160 million jobs, or about 11% of the projected 1.46 billion services jobs worldwide, could in theory be carried out remotely, barring any constraints in supply" \*

<sup>5</sup> \* McKinsey Global Institute, The Emerging Global Labor Market, Part I: The Demand for Offshore Talent in Services.

Freelancer is the world's largest freelancing and crowdsourcing marketplace by total number of users and number of projects posted.



Industrial design of a water kettle for \$240

We help small businesses, startups and entrepreneurs turn that spark of an idea into reality.

We are changing lives around the world by providing opportunity and income.





After two years I've been doing really well on Freelancer.com. The earnings are very good and now I have a lot of respect among my friends and family members. Thanks Freelancer for everything!

Shahzaib S. Graphic Designer Karachi, Pakistan

4.9 / 5.0 rating, 67 reviews



# Freelancer's Online Economy in 2013

9 Note: Sample of projects awarded in 2013. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.



# Freelancer's Online Economy in 2014

10 Note: Sample of projects awarded in 2014. The pink lines indicate where projects are being posted by employers, and the blue lines indicate where the projects are being performed by freelancers. Thicker lines indicate a higher volume of work. White dots indicate the location of Freelancer's users. Edges are sampled data from awarded projects in the period indicated.



Freelancer Limited
COMPANY OVERVIEW

## **Empowering entrepreneurs, globally**



Small business, startups, entrepreneurs, consumer employers Large, high quality, on-demand entrepreneurial workforce

# **Marketplace liquidity**

2e+06 # bids 1.9e+06 1.8e+06 1.7e+06 1.6e+06 1.5e+06 1.4e+06 1.3e+06 1.2e+06 1.1e+06 May Sep Nov Jan Mar Jul Sep Nov Jan Mar 2013 2013 2014 2014 2014 2014 2014 2014 2015 2015

#### Number of bids on projects

#### Actual completed projects



121



Head	Arduino Ala	arm Clock Co	ode
US\$190	By HosEjectro		U85261
$\Psi =$		< :	$\Psi(\omega)$



Paper Towel design and render		
By Blucero		U8\$51
-	54.5	141
@-7511	44 I	



Illustrate a Beaver Game Character By animg212		U9\$150
@ 11	e4 =	$\Psi$ :

# Actual contest entries





do some 3d modelling		
By m3d		AU\$300
@ 119	< :	4.1



#### 260000 260000 Entry 240000 240000 220000 220000 200000 200000 180000 180000 160000 160000 140000 140000 120000 120000 Mar Sep Nov Jan Mar May Jul Sep Nov Jan 13 13 14 14 14 14 14 14 15 15

#### Number of entries in contests

By CADWORX

(B) 26.14

# **Global, and growing**

## 40 regional websites





## Our 24x7x365 multilingual support team



## 19 supported currencies

USD	IDR
AUD	MXN
-	SEK
CAD	JPY
EUR	MYR
GBP	
HKD	NZD
INR	PHP
CLP	PLN
JMD	SGD
	ZAR

#### 32 supported languages

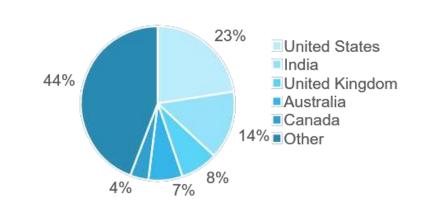
Afrikaans	Filipino
বাংলা	Français
Català	हिन्द
Čeština	Magyar
Dansk	Bahasa li
Deutsch	Italiano
ελληνικά	日本語
English	한국어
Español	Bahasa N
Suomi	

ho Norsk-Bokmål çais Nederlands Polski yar Português asa Indonesia Română no ру́сский язы́ 語 Shqip 어 Svenska asa Malaysia Kiswahili

ภาษาไทย Türkçe Tiếng Việt 中文(简体)

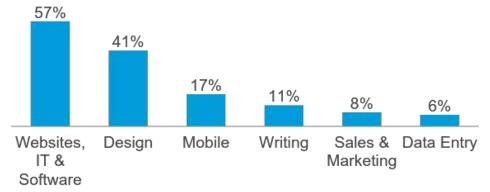
# **Marketplace dynamics**

"Every job, every country, every language, every currency, at any time."

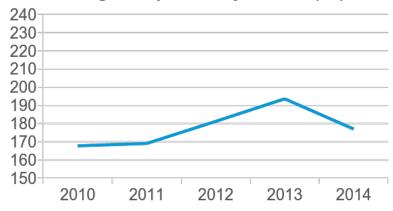


Top country sources for project & contests in FY14<sup>1</sup>

#### Top project work categories by volume FY14<sup>2</sup>



- ~750 job categories as diverse as Aerospace Engineering, Biotechnology, Sales, Manufacturing, Mechanical Engineering, etc.
- Complexity & sophistication growing year by year
- Average job ~\$177<sup>3</sup>



#### Average Completed Project Value (A\$)

1. Based on the number of good projects & contests posted (a subset of total projects & contests posted) in the Freelancer Marketplace in FY14.

2. Based on the value of project payments in the Freelancer Marketplace in FY14. Note that projects may be associated with multiple job categories which results in the addition of each category of work being greater than 100%.



## **Revenue model**

Freelancer's revenue is generated from users posting jobs – as a project (outsourcing) or a contest (crowdsourcing)

- For employers it's free to post a project, free to review bids, free to talk and review samples -0-3% project commissions paid by employers when a project is awarded and accepted
- For freelancers it's free to view projects posted, free to bid on projects, free to talk to employers and provide samples of work
  - 3-10% project commissions paid by freelancers when a project is awarded and accepted
- Membership plans range from US\$0.99 to US\$199.95 a month, and provide additional features and benefits in addition to varied commission rates



• Other value added services include project upgrades, crowdsourcing contests and upgrades, bid upgrades, transaction fees, certification fees and advertising





Paper Towel design and render By Blucero US\$44









Tribal Pit Bull Dog By crayonscrayola

@ 1.7k

US\$150

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0 20

3D Architectural Design By AbhishekDelhi83 US\$146



 
 iPhone App Design By stnlavla
 US\$250

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Proposal booklet design By Olywebart US\$193











 Logo and Website design
 US\$300

 Image: By unique click
 US\$300

 Image: By unique click
 Image: By unique click

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 Image: By unique click<



Cartoonists & Illustrators:



Houses in Uruguay		
By arhivan		US\$500
@ 29.9k	e <b>4</b> 0	<b>W</b> 4



By marissagillies		US\$50
1.6k	≪ 0	<b>P</b> 15



# **Sliding Puzzle App Design for \$55**

 Bids
 Avg Bid (AUD)
 Project Budget (AUD)

 19
 \$95
 \$10 - \$30

## Project Description:

I have a simple iPhone puzzle app that I need to redesign. To start with, I am looking for a re-design for the main two scenes of the app.

The game is called 15 sliding puzzle, it is a simple puzzle where the player slide blocks until they finish the game. The two screens that need to be re-designed are attached.

- Deliverables should be in psd file format compatible with Photoshop CS5
- Resolution should be: 1080x1920 pixels.
- All screen ui components should be in separate layers, and easy to extract.
- Additional image resources can also be included separately (e.g. background image, etc.).
- Also all art work should be your of your own creation or you have the right to re-distribute them, otherwise I'll not be able to accept it.
- Creative work will be rewarded.

Experience with photoshop and mobile apps design is required for this simple project. If you can provide evidence for previous similar experience that will be an advantage.

#### Skills required:

Graphic Design, Photoshop, User Experience Design, User Interface / IA

Additional Files: Screen2.png Screen1.png







eC 1

@ 8.2k



7

# **Design of a Fader for 3D Printing for \$64**

 Bids
 Avg Bid (USD)
 Project Budget (USD)

 64
 \$114
 \$30 - \$250

## Project Description:

Create a single 3D model based on a basic conceptual drawing and description of a small product to be 3D printed.

Object is basically a custom knob

- object is about the size of a US quarter
- object is about 1" tall or less
- object to have texturized side (similar to a quarter)
- object to have a threaded hole (empty cylinder) with specific specification size to slip over a metal
  post and insert a small hex screw

## Additional Project Description:

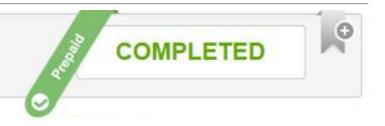
#### 05/11/2014 at 22:19 EET

Product will be printed using Shapeways.com "Frosted Detail Plastic" material. Must follow material specifications listed at http://www.shapeways.com/materials/frosted-detail-plastic

Logo attached is the design to be used. Basic sketch of product is attached as well. Detailed files will be delivered to winner. Please revise bid based on new information.

## Skills required:

3D Modelling, 3D Printing, 3D Rendering





Fader By semo		AU\$64
<b>@</b> 22.5k	e¢ 0	<b>V</b> 2



Freelancer Limited
INDUSTRY DRIVERS

The other 60% of the world's population are about to join the Internet.



# lt's 2015

The other four billion are connecting at a tremendous pace

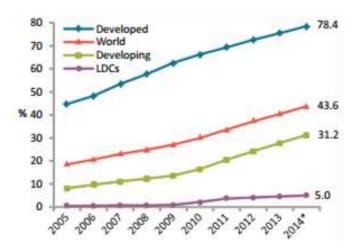
World population<sup>1</sup>: 7,144,000,000
 Number on the Internet <sup>2</sup>: 3,035,749,340 (42.3%)



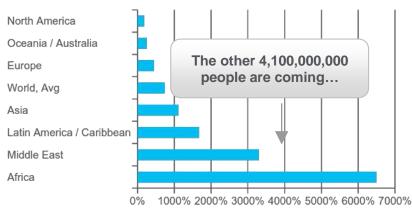
#### . Source: United Nations

2. Source: Internet World Stats (June 2014)

#### Internet Users by Development Level 2005-2014E



#### Worldwide Internet Growth 2000-14<sup>2</sup>





# Developing world self-educating to raise socio-economic status

The wealth of human knowledge is available online

• The other 4 billion people live on \$10 a day or less



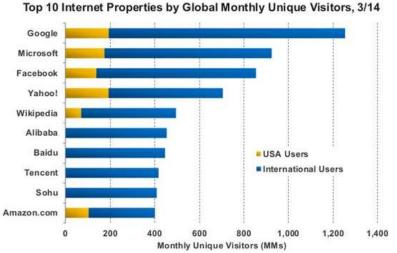
- The first thing they are looking to do online is raise their socio-economic status
- But it's never been easier to learn a trade
  - The wealth of human knowledge is available online
  - A revolution is also occurring in online education: Coursera, Udacity, Khan Academy, edX



- The other 4 billion are rapidly self educating
- \$10 per day to \$10 an hour+

2. Source: International Telecommunications Union, ICT Facts and Figures 2013; CNNIC, 31 December 2012.

#### 86% of users of top 10 US sites are already foreign<sup>1</sup>



#### Twice as many Chinese on the Internet as Americans<sup>2</sup>

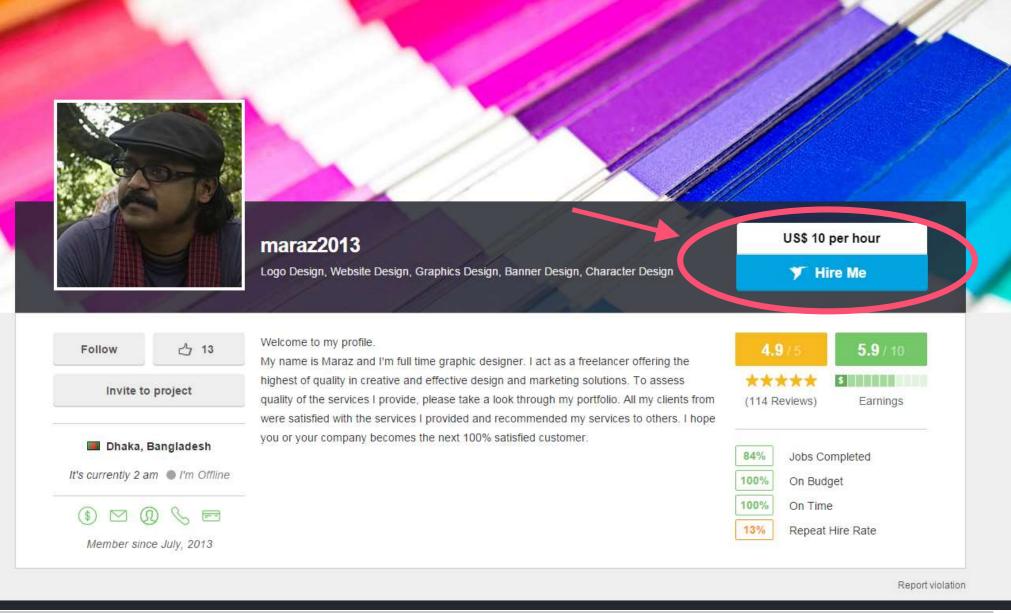
Bank	Country China	2008-2012 Internet User Adds (MMs)	2012 Internet Users (MMs)	Y/Y Growth	Population Penetration 42% 11	
1		264	564	10%		
2	India	88 137	137	26 58 205 6		
3	Indonesia	39	55		23 55 49	
3 4 5	Iran	35	42 70			
5	Russia	33				
6	Nigeria	31	48	15	30	
7	Philippines	28	34	32	35	
8	Brazil	27	88	6	45	
9	Mexico	19	42	9	37	
10	USA	18	244	3	78	
11	Argentina	17	28	57	68	
12	Egypt	17	30	11	38	
13	Colombia	14	25	39	54	
14	Turkey	13	35	17	47	
15	Vietnam	12	31	7	35	
	Top 15 World	654 902	1,473 2,406	15% 8%	34% 34%	



<sup>1.</sup> Source: comScore Global, 8/11.









# Software is eating the world

"We are in the middle of a dramatic and broad technological and economic shift in which software companies are poised to take over large swathes of the economy"<sup>1</sup>

- Every industry is being disrupted rapidly, and becoming dominated by software companies
- White collar job functions are all headed to software, and moving into the cloud









1. Marc Andreessen, Wall Street Journal, Why Software is Eating the World, 20 August 2011.

#### Advertising



Physical

#### **Telecommunications**



Physical



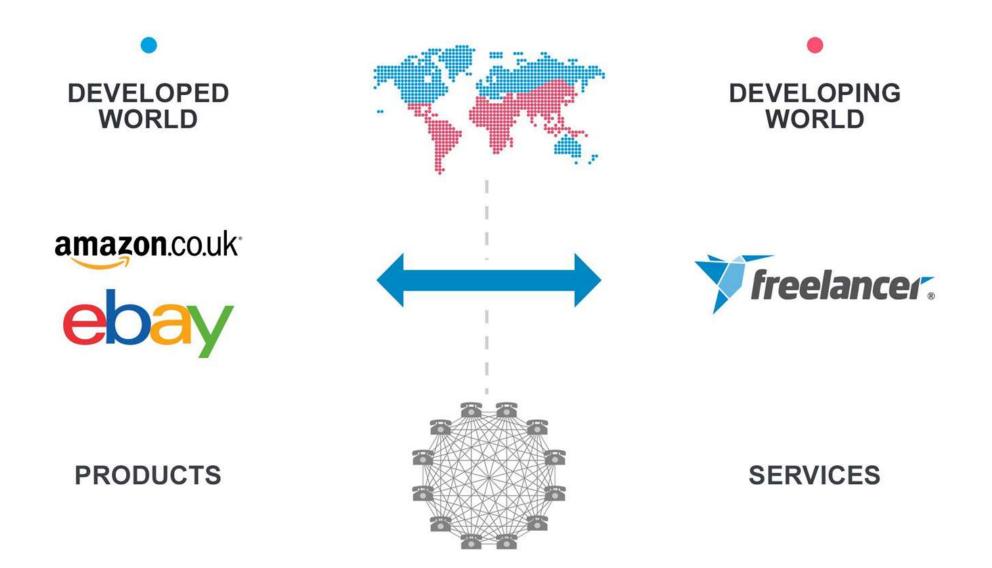




Software



## The world is repeating itself 20 years later

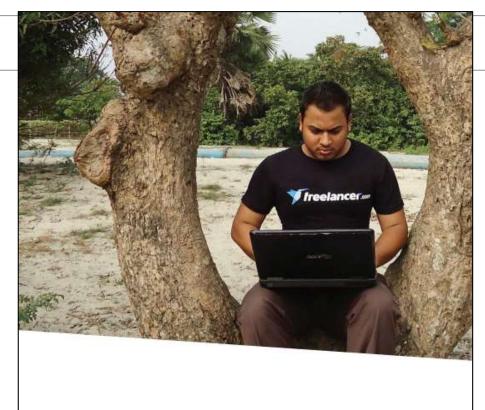


Freelancer Limited HOW TO MAKE MONEY ONLINE?

# Become a Freelancer!!!

Why?

- You choose when you want to work
- You are your own boss
- You choose your rate of pay
- You choose where you work
- You are in control





Freelancer.com is a great place for Internet professionals. I am able to do work anywhere, anytime. Thanks to the Freelancer.com team!

Moshiur R. Internet Marketer Dhaka, Bangladesh

5.0 / 5.0 rating, 72 reviews

Y W



# The World Is Your Office

How to Become a Freelancer in 5 easy steps

• Step 1: Determine what you are good at & commit to freelancing -Sign up for a Freelancer.com account (It's FREE).

## • Step 2: Set up your profile

-There are over 750 work categories, make sure you list all of your skills - the more you have listed, the more opportunities you get.

## Step 3: Find projects and start bidding

- Hundreds of projects and contests are posted each day. Find the ones you want to work on.
- BE UNIQUE: Make sure to write a compelling reason why the employer should pick you over everyone else.

## • Step 4: Do the work. And DO it WELL!

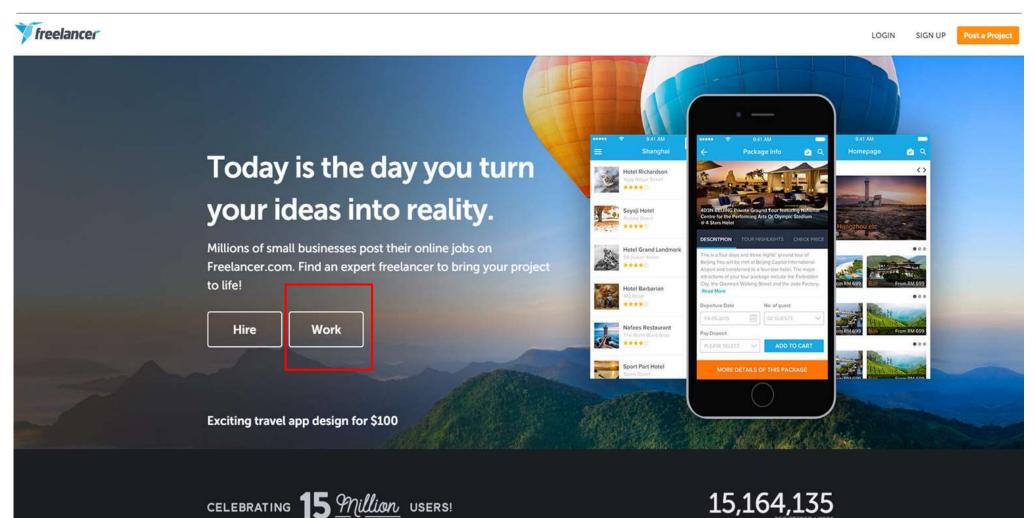
-Define: project scope, deadlines, and payments. Impress your employer by being consistent when it comes to timeline, budget, and communication.

## • Step 5: Get paid and earn five-star feedback.



# The World Is Your Office

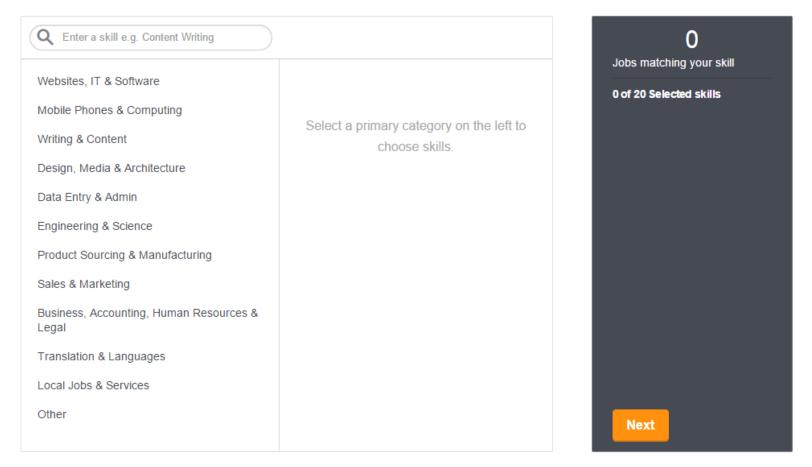
#### Step 1: Sign up to a Freelancing website





## Select your skills and expertise

Select up to 20 skills that best match your qualifications and expertise and we'll provide you the jobs which best match your profile.





# Update your profile

Your Profile is Your Storefront

Does your profile look like this?





# Update your profile

Your Profile is Your Storefront

Or like this?





# The Secrets of a Winning Profile Page



First impressions are EVERYTHING, make sure your profile page is polished to perfection Employers typically look for:

- 1. A comprehensive summary about you and what you do
  - Use a display name that will build trust. It can be your full name or something that provides an idea of what you do.
- 2. A stunning and diverse portfolio with clear images of your best work
- 3. A set of quality reviews and a 5 star reputation
- 4. Exams, badges, and other achievements

You need to **STAND OUT** to increase your chances of getting hired. Your profile is a great place to start.



# The Secrets of a Winning Profile Page



@CapDiz

🔚 Kharkiv, Ukraine - 4 pm

Member since October, 2007 0 Recommendations

D)

#### CapDiz • Online

illustration, modeling, animation

Hello,

We are a team of the best professionals of art from around the world.

We specialize in games design - from fantasy illustrations to 3D models of any complexity.

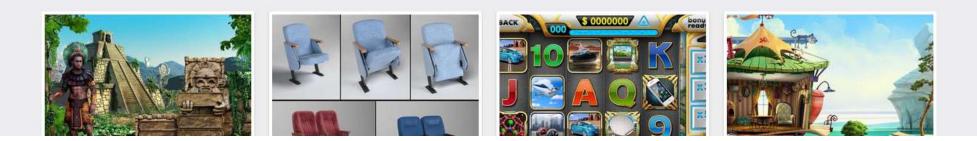
If you need a beautiful illustration, comic, flash animation, highpoly model for video rendering or advertising, lowpoly model for games, 3D or 2D animation, we will do it for you in the best quality and will try to do the job in short term and reasonable price for you.

Read more

\$25 USD/hr 5.0 \*\*\*\*\* 4 Reviews 5.7

**Hire Me** 

80%	Jobs Completed
100%	On Budget
100%	On Time
N/A	Repeat Hire Rate





# Look for jobs!

#### 5000 jobs get posted every day!

Project Name	Bids	Skills	Started 🗸	Price (GBP)	
Help in SQL database	100	SQL	Apr 16, 2015 Ends - 7d 14h	£17	*
Do some Excel Work	129	Data Entry, Excel	Apr 16, 2015 Ends - 7d 14h	£76	*
Data Entry	81	Data Entry, Excel	Apr 16, 2015 Ends - 7d 14h	£93	*
Data Entry - 2	35	Data Entry, Excel	Apr 16, 2015 Ends - 7d 14h	£86	*
Data Entry – 3	25	Data Entry, Excel	Apr 16, 2015 Ends - 7d 14h	£85	*
autocad drawings and Do some 3D Modelling	0	3D Rendering, 3D Modelling, 3D Animation	Today	£21-£179	*
game of war fire age - 2	0	PHP, iPhone, Android, Windows Mobile, iPad	Today	£100-£1 <mark>01</mark>	*
Do some Excel Work	0	Data Processing, Data Entry, Excel, Word	Today	£20-£168	*
Design a Flyer	0	Graphic Design, <mark>Photosho</mark> p, Anything Goes, Flyer Design, 3D Design	Today	£1005-£2011	*
API Automation	4	PHP, Java, Software Architecture, MySQL	Today	£179	*
Telemarket for me	0	Telemarketing, Call Center	Today	£10 - £17/hr Ongoing	*



#### Reverse Engineering Expert Advisor

Bids	Avg Bid (USD)	Project Budget (USD		
0	N/A	\$15 - \$25/hr		

#### **Project Description:**

I am looking for a highly skilled programmer with excellent financial markets understanding and a proven track record for developing EAs, especially those that have been reverse engineered highly desirable.

The programmer will need to find logic of an Expert Advisor based on historical execute/close trades. I am able to provide the trading activity data of approximately 10 months.

Happy to discuss on budget, this will be dependent on skill and time taken of course.

Many thanks

Hours of work: Unspecified

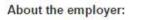
Project Duration: Unspecified

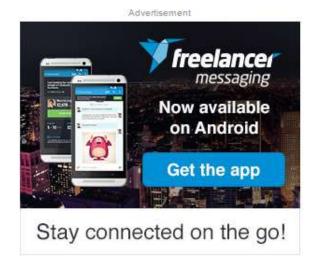
Skills required:

C Programming, Financial Markets, Metatrader









Project ID: 7496319 Report Project



# Secrets to get hired

Find Projects and Start Bidding

Competition can be fierce! You need to stand out

- Read the project description
- Include in your bid how your skillset can and will help with the project
- Don't be afraid to clarify things
- Keeping your bid short and sharp -- Keep in mind that, for a good project, the employer will have to sift through dozens or even hundreds of bids
- PROOFREAD no matter how great a project, contest, inquiry, or suggestion is, a poorly written proposal suggests lack of interest and poor work habits
- Remember: Your first job will always be the hardest to get PERSISTANCE IS KEY



Make sure you do the work well

#### Time Management

- Set yourself a schedule having a routine to follow everyday will do wonders for your productivity.
- Pin down a time for work and for play, and you'll have no trouble reaching your project goals.
- Be mindful of overworking, and keep your work-life balance intact.

#### Stable Flow of Work

- "Feast-starve cycle" freelance jobs aren't permanent so you run the risk of running out of work.
- Make the effort to stay on top of things.
- Always strive to do a great job with each project
- Build up your reputation. This will open you up to referrals and collaborations.
- Market yourself. Be active on social media, create a website and portfolio, and use your network.
- Get the word out and showcase what you can do.



## Secrets to be Hired and Paid Well

Make sure you do the work well

#### **Be Flexible**

- Working in today's global economy means having to collaborate with people from different countries
- KEEP UP
- Early riser or nocturnal creature?
- Work with a schedule that's comfortable for you
- Clients will give you plus points when you try to work with their time zones
- Freelancing gives you the freedom to be able to work with your lifestyle, not around it



## Secrets to be Hired and Paid Well

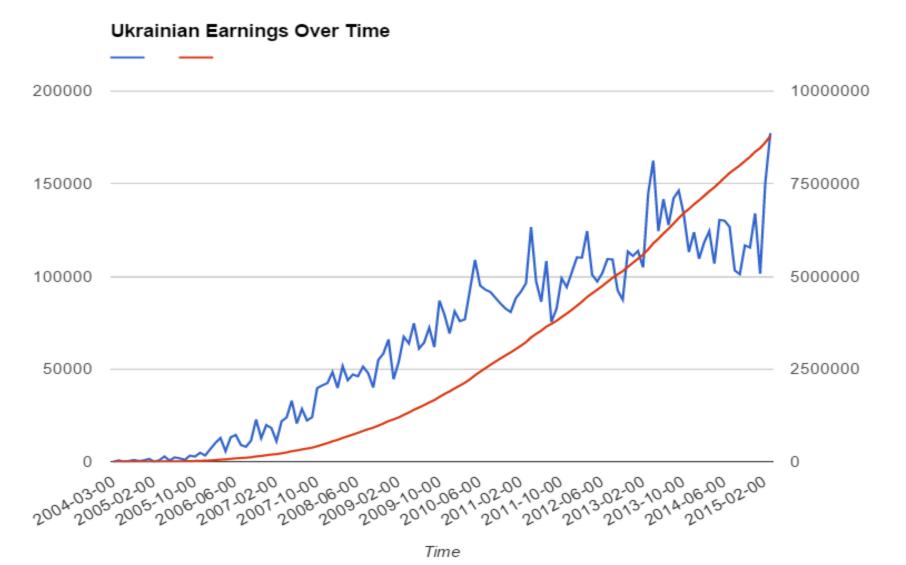
Get Paid and Earn a Five-Star Feedback

- Make sure you get compensation after every phase of the project instead of one big amount after
- You'll feel confident about being compensated, while your employers are assured that you will uphold your end of the bargain

<u>Freelancer.com's Milestone Payments</u> system sets aside funds for payment that can be staggered depending on the project schedule or objectives met.



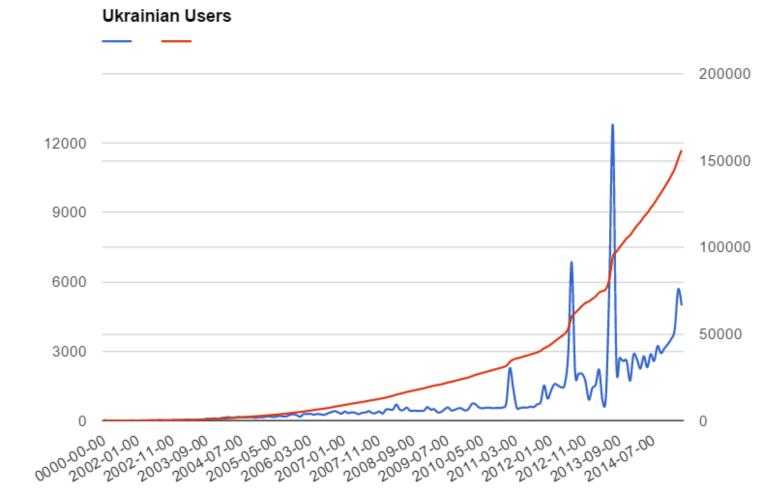
# **Ukrainian Earnings (in \$USD)**



Monthly earnings (blue line)

# Join Our Ukrainian Community!

#### 150,000 Ukrainians on Freelancer.com!



Users (Cumulative)

7

New users (monthly)

## Do you own a business? Hire through Freelancer.com!

You'll be supporting other entrepreneurs and freelancers from around the globe

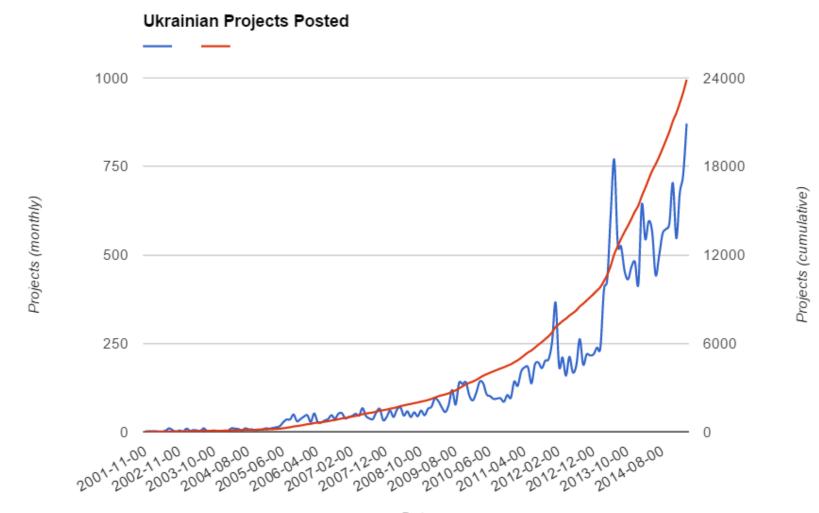
- Cost and time-efficient way to kickstart your business.
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Select a category of work (optional)	FREE TO POST A PROJECT
	Try it today!
	<ul> <li>Get bids from skilled freelancers in minutes.</li> </ul>
Tell us more about the project	View freelancer profiles and feedback, then instantly chat with them!
What is the project title?	With only a 3%* commission fee, your favorite freelancer can start working for you
nter some skills that relate to the project: 🚱	today!
What skills are required?	Pay the freelancer once you're 100% satisfied.
escribe your project in detail: 🚱	* minimum fees may apply. Learn More
Describe your project here	
+ Add files Drag & drop any images or documents that might be helpful	

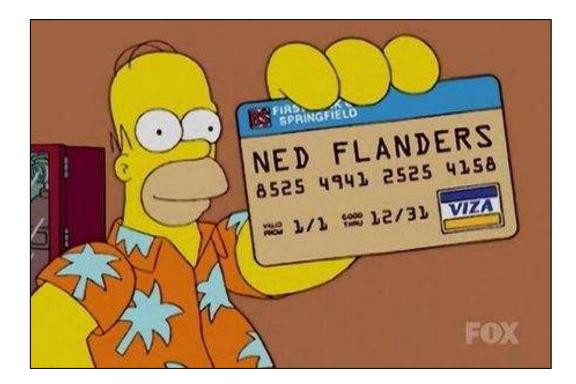


#### **Projects posted by Ukrainians**

#### 24,000 projects total



Date





Trends **MOBILE** 



4 = 1230

Based on your brief. I will make a modern

based on your press with minute and and minimalist yet colourful logo.

\$1,150 USD in 15 days

PaulLestat

\*\*\*\*\* 3(58)

I will make a profession 1090 with clean and fr

\$1,230USD INTS

Vincent J

1 have

20

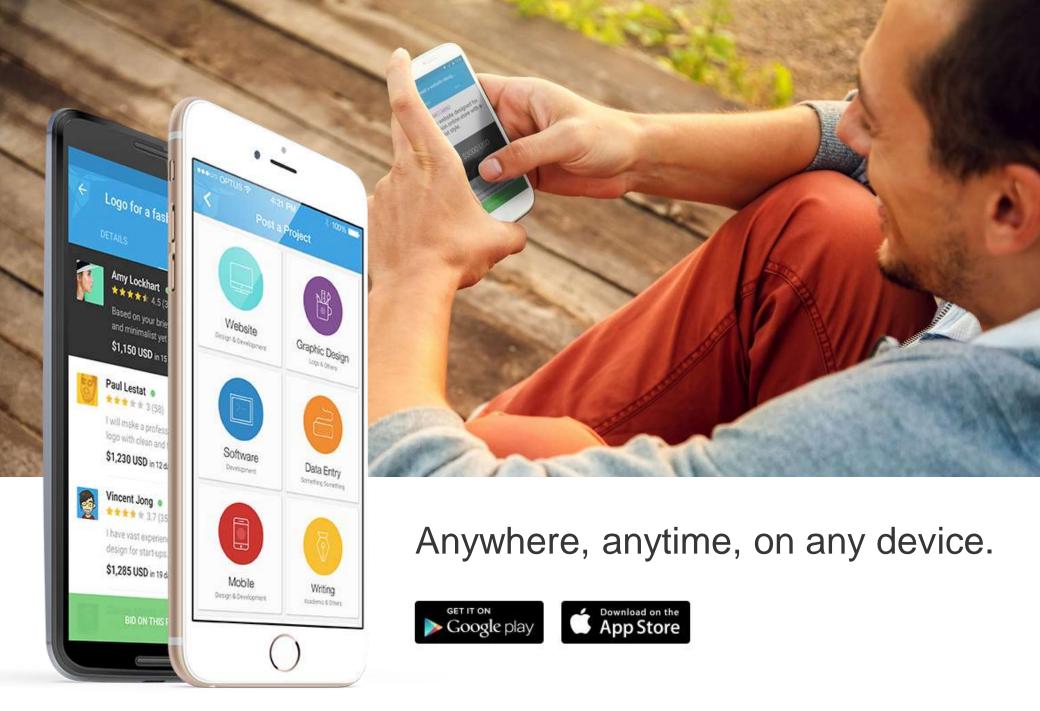
Logo for a fashio...

DETAILS

K

Amy Lockhart •

\*\*\*\*\* \*\* 4.5 (351)



#### Browse

Find jobs that match your skills or just filter them by categories, latest and more.

# 🔍 🖌 📑 12:30 -Projects Design, Media & Architecture 8,563 Open Projects 2,568 Open Projects Engineering & Science 485 Open Projects

#### Bidding

Don't wait until you get to your desk, get work anywhere, anytime.

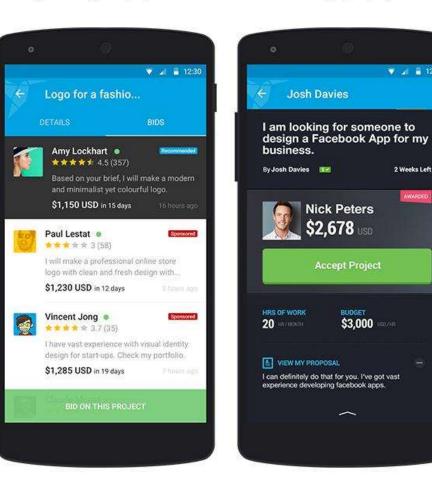
#### Award & Accept

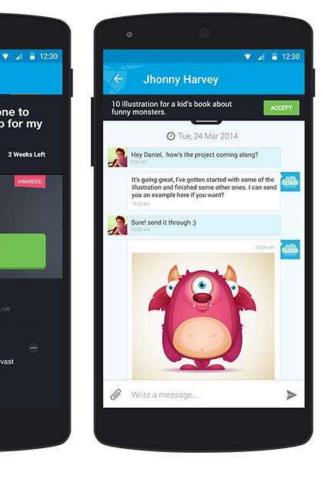
Manage projects on the go. Review bids and get your projects started.

2 Weeks Left

#### Contacts

Stay connected with your employers and freelancers. Discuss details and share files.



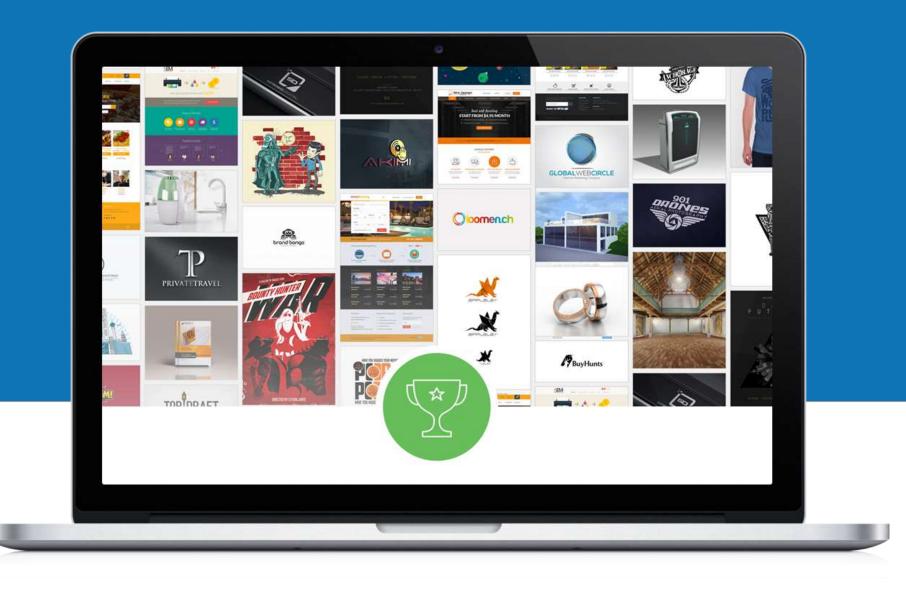


Trends **DESIGN** 



# **Freelancer Contests**

Over 82,000 Contests posted in 2014.

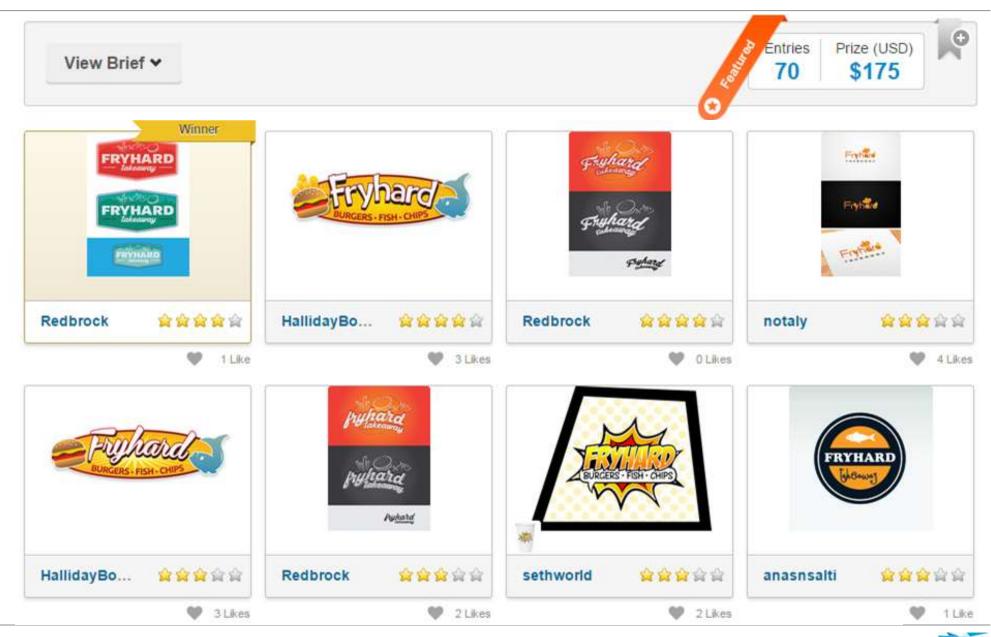


154,000+ CONTESTS LAUNCHED

4.8 million

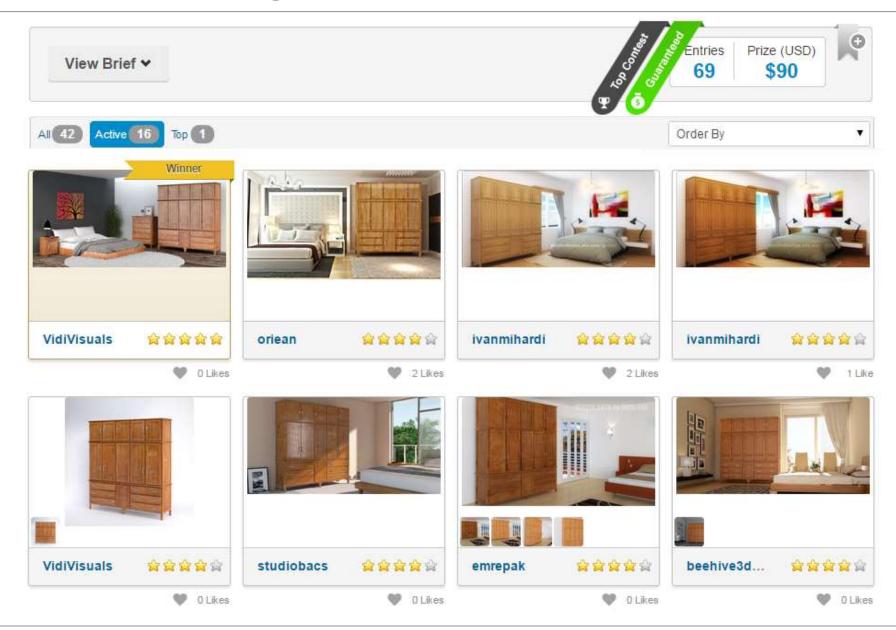


## Logo for a Fast Food Takeaway Shop for \$175



54 Source: https://www.freelancer.com/contest/Design-a-Logo-for-fast-food-takeaway-shop-139166.html

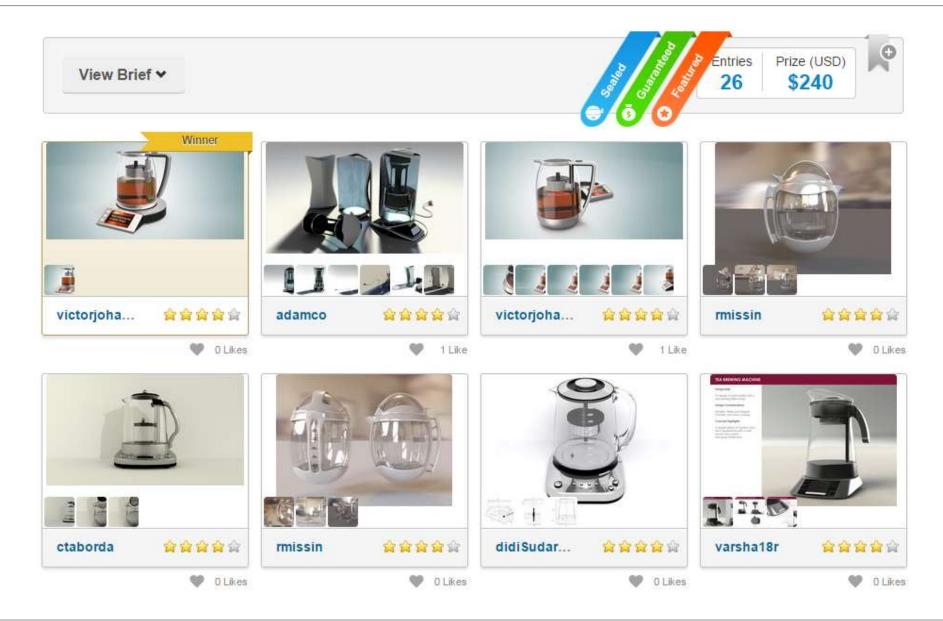
#### **Ambient 3D Modelling of a Wardrobe for \$90**







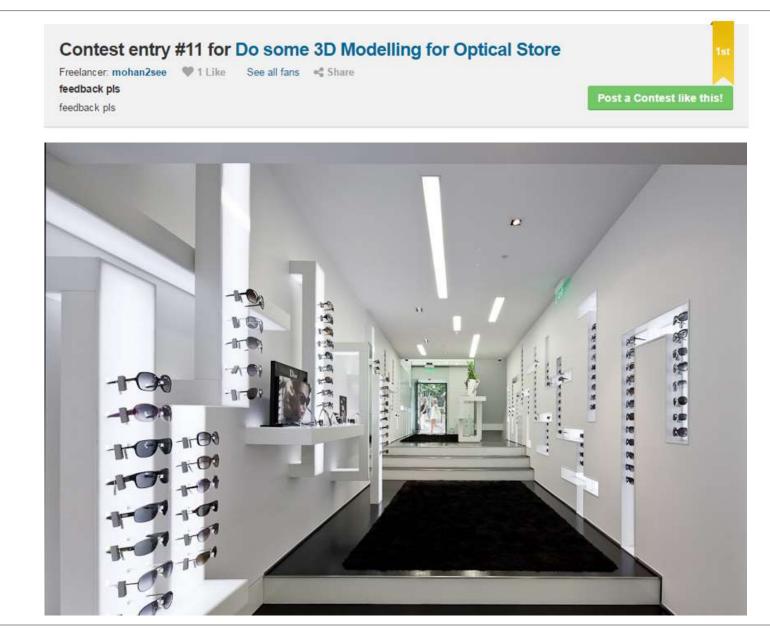
#### **Industrial Design of a Water Kettle for \$240**







#### **Design of an Optical Store for \$10 USD**







Trends
ONLINE MARKETING



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F	ORUM				
Warr	ior Forum - The #1 Internet Marketing			ICEF company member Me?	
	Register Blogs ~	Community ~	Advertise with us	Help De	
R.				Advertise wi	th Us (View All)
	Forum		Last Post	Threads	Posts
The V	Varrior Forum				*
NEW	Main Internet Marketing Discuss Where the Warriors talk about making more	ion Forum (1339 Viewing) ney on the Internet.	Just Made 9k in 12 Hours by DigitalWorkshop14th February	2,600	2,477,429
NEW		rg) ketplace. Warrior Special Offers (WSOs) are deals m, that no-one else can beat. SPECIAL OFFERS	Marketing: [REVIEW COPIES 90% OFF] by Nefelim14th February	70,047	2,314,050
	Sell my product or service Sub-Forums: Other Website Products & Services	Earn as an affiliate			

900k+ USERS

8.3 million

50k+ MARKETPLACE OFFERS

# **Warrior Forum**

#### The World's #1 Internet Marketing Community & Marketplace since 1997

- 900,000+ of the world's best Internet marketers including CEOs, Vice Presidents, Chief Growth & Marketing Officers from some of the top Internet companies in the world.
- 8,300,000+1 posts in 608,000+1 topics covering:

Internet Marketing, Social Media, eCommerce, Growth Hacking, Email Marketing, Conversion Rate Optimisation, Mobile Marketing, Ad Networks (CPA, CPM, CPL), Google Adsense, Pay Per Click, Search Engine Optimisation, Product Reviews, Offline Marketing, Dropshipping, Copywriting, Viral Networks, Programming, Website Design, Blogs and Joint Ventures

• Warrior TV: Q&A with some of the finest Internet marketers and entrepreneurs in the world.



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Rand Fishkin Co-founder of Moz.com SEO Mastermind



Joanna Weibe Creator of Copyhackers Conversion Copywriter



Sean Ellis CEO Qualaroo & Growthhackers.com



Freelancer Limited
CASE STUDY

# **Case Study**

A football fan in US designed a novelty hat and launched it on Kickstarter. He hired a Ukrainian freelancer to create a 2D video for promotion

Links

String Cheese Hat Kickstarter

Summer Rental Cabin Wisconsin

Jasonspafford.com

Green Bay Packers

Travel Wisconsin

millwind.com



Stringcheese Hat now on Kickstarter!



String Cheese Hat from American Video Project on Vimeo.

Holds 2 Cans, 1 Flask and your Head. For the Packer Nation and any event where string cheese and cold drinks are welcome.

Project: String Cheese Hat Promo Video

Price on Freelancer.com: \$600

Local Quote: \$1,700 - \$2,000

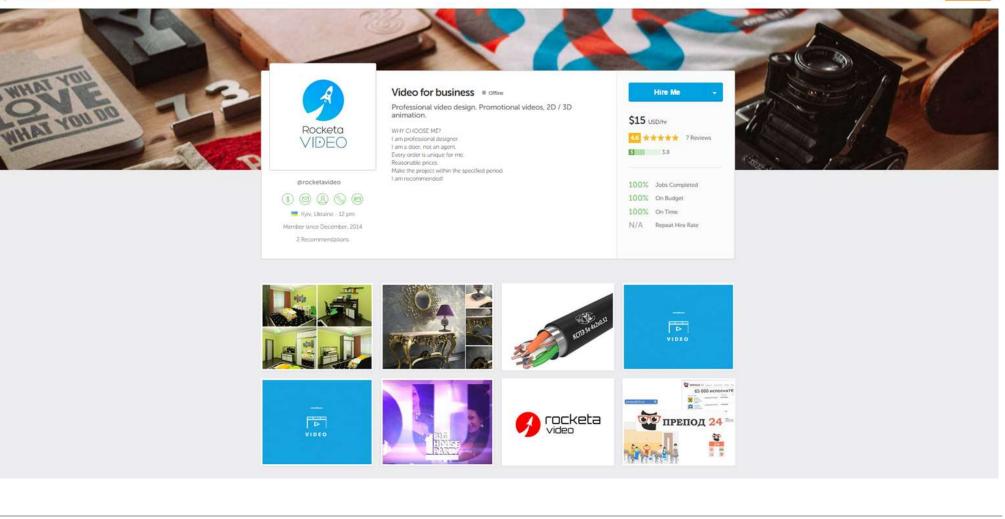
"We were looking for an inexpensive way of getting across all information about the String Cheese Hat and a video seemed the most effective."



# **Case Study**

A football fan in US designed a novelty hat and launched it on Kickstarter. He hired a Ukrainian freelancer to create a 2D video for promotion

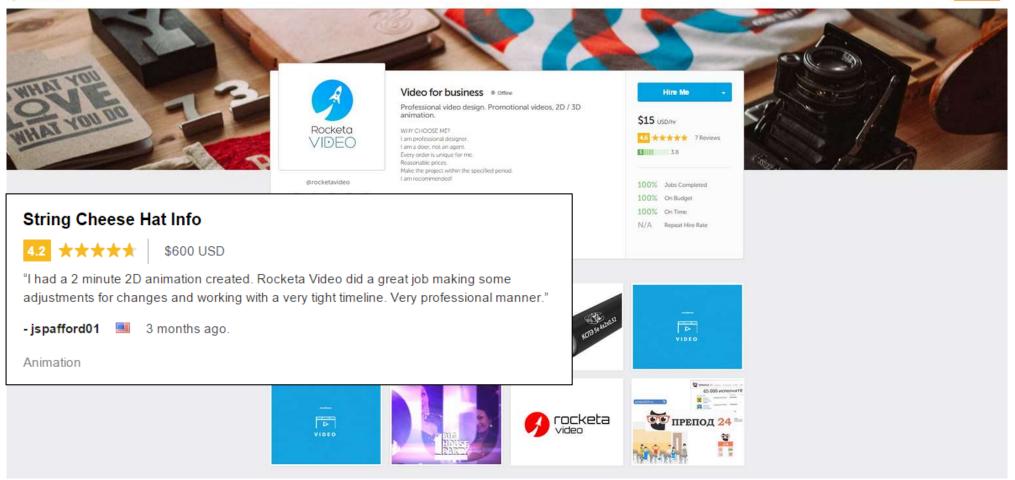
#### **Freelancer**



# **Case Study**

A football fan in US designed a novelty hat and launched it on Kickstarter. He hired a Ukrainian freelancer to create a 2D video for promotion

#### 🌹 freelancer





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# Philippines

# Manilla, Philippines

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