



Transcript from May 19, 2010 to May 19, 2010

All times are Pacific Time

May 19, 2010

- 12:17 am **LScribner:** @amylizmartin Like @KellyeCrane I'm old school, use small notebooks and log quarter hours at the end of the day #solopr
- 12:55 am **gmjameson:** Glad to be home from a great 3 days consulting w/ King of Kings in Omaha! Outstanding time. Long term & immediate strategy engaged. #solopr
- 2:37 am **amylizmartin:** Thanks for the #soloPR feedback @LScribner @fransteps @KellyeCrane! I'm just a newbie starting out on her own :) Advice ALWAYS welcome!
- 12:39 pm **KateRobins:** I love Wednesdays. #solopr
- 1:21 pm **TobyDiva:** wed is #solopr day @kelleycrane hosts. lots of great chat 1p E <http://ht.ly/1N3n1>
- 1:22 pm **conniereece:** RT @TobyDiva: wed is #solopr day @kelleycrane hosts. lots of great chat 1p E <http://is.gd/cg5Gz> {Kellye rocks!}
- 1:33 pm **KellyeCrane:** Join us today for the #solopr chat, 1-2 pm ET! For indie #pr pros (and those interested in learning more). #pradvice #freelance
- 1:34 pm **BGdoesPR:** RT @KellyeCrane: Join us today for the #solopr chat, 1-2 pm ET! For indie #pr pros (and those interested in learning more). #pradvice #freelance
- 1:35 pm **KeithTrivitt:** For solo PR pros, a terrific chat led by @kelleycrane takes place @ 1 p.m. ET today & every Wed called #solopr chat. Highly recommend
- 2:05 pm **CathyWebSavvyPR:** RT @conniereece: RT @TobyDiva: wed is #solopr day @kelleycrane hosts. lots of great chat 1p E <http://is.gd/cg5Gz> {Kellye rocks!}
- 2:35 pm **sandrasays:** will miss the #soloPR chat today. taking my Asst out to lunch for her birthday
- 3:43 pm **KellyeCrane:** Me too! See you at 1pm ET. RT @KateRobins: I love Wednesdays. #solopr
- 3:46 pm **bcockman:** Today I am officially an independent #PR practitioner. Details to follow! #soloPR
- 3:48 pm **amynolanapr:** Congrats! RT @bcockman: Today I am officially an independent #PR practitioner. Details to follow! #soloPR
- 4:56 pm **deegospel:** I tweet in real time using TweetGrid <http://tweetgrid.com/> getting ready for #solopr
- 4:57 pm **deegospel:** @pchaney it definitely is #Invictus #solopr
- 4:57 pm **DryerBuzz:** RT @deegospel: I tweet in real time using TweetGrid <http://tweetgrid.com/> getting ready for #solopr
- 4:59 pm **ActiveIngreds:** RT @TobyDiva: wed is #solopr day @kelleycrane hosts. lots of great chat 1p E <http://ht.ly/1N3n1> #solopr
- 5:00 pm **KellyeCrane:** Welcome to the #solopr club, and congrats! RT @bcockman: Today I am officially an independent #PR practitioner. Details to follow!
- 5:01 pm **ActiveIngreds:** the adventure begins! RT @bcockman: Today I am officially an independent #PR practitioner. Details to follow! #solopr
- 5:02 pm **KellyeCrane:** Twitter is officially reporting a "high number of errors" right now - <http://bit.ly/dyJtMz> - but we're going to give #solopr a shot!
- 5:02 pm **deegospel:** @DryerBuzz yeah...:) #solopr
- 5:02 pm **DeblnDenver:** Sorry I will miss #solopr this week! For my Solo PR buddies, you can learn more from @KellyeCrane's site <http://soloprpro.com/>
- 5:02 pm **deegospel:** @bcockman congrats #solopr
- 5:03 pm **deegospel:** @KellyeCrane uh oh. ok #solopr

- 5:03 pm **KellyeCrane:** Welcome to this week's #soloPR chat for independent pros in PR and related fields (and those who want to learn more about it). #solopr
- 5:03 pm **jillvan:** I'm having major issues with Twitter, so we'll see how #solopr goes for me today!
- 5:03 pm **KellyeCrane:** If you have #solopr questions you'd like us to discuss, please @me without the hashtag (or DM), and we'll add them to the list!
- 5:03 pm **trishlambert:** Time for tweetchat w/SoloPR. There may be lots of activity from me for the next hour Mute me, ignore me, or join us! #solopr
- 5:03 pm **KellyeCrane:** If you're joining, please introduce yourself, and remember to hashtag your tweets with #soloPR. #solopr
- 5:04 pm **LScribner:** Hi, Lori here, 16+ yrs in PR, 6 solo, based in San Diego #solopr
- 5:04 pm **DryerBuzz:** @deegospel will follow #solopr on twitiq - me and #theBuzzClub
- 5:04 pm **PRProSanDiego:** Lots of Twitter problems like many of you, but I'm here! Solo 6 yrs after in-house in politics & nonprofit, broadcaster B4 that. #soloPR
- 5:05 pm **trishlambert:** Hey everyone! Solo (5+ years) all around marketing maven in Austin Texas! #solopr
- 5:05 pm **fransteps:** Joining #solopr chat today. I'm in San Antonio, TX and prepping to leave corporate for solo! Hi all!
- 5:05 pm **amynolanapr:** Hello from Baton Rouge. 9 months #SoloPR, 15 yrs corp/nonprofit. Work from home, mom of two, loving life!
- 5:05 pm **PRProSanDiego:** @LScribner San Diego seems to be a great place to be solo! Or do we just tweet more? #soloPR
- 5:05 pm **garrettkuk:** @KellyeCrane I'm here for #soloPR - hope the fail whale stays away!
- 5:05 pm **KellyeCrane:** What do you think, folks? Should we cancel this session, or forge ahead (recognizing the irony that some folks can't "speak") #solopr
- 5:06 pm **TravelPublicist:** Hi all! I'm Beth - food and travel publicist based in FL. Been solo for 15 years and looking for new ideas! #solopr
- 5:06 pm **deegospel:** @DryerBuzz i will check twitiq out #solopr
- 5:06 pm **PRProSanDiego:** I'm involved in a tweetchat w/SoloPR. I'll be posting a lot the next hour. Mute me, ignore me, or join us! #solopr
- 5:06 pm **deegospel:** @KellyeCrane i'm not having issues on tweetgrid. at least i don't think #solopr
- 5:07 pm **tracybb:** 15 year PR pro, solo 9 years. Freelance journalist as well. Have been mostly tech pr but also media relations specialist for all #solopr
- 5:07 pm **PRProSanDiego:** @KellyeCrane I say let's try it. At least a few of us seem to be doing OK. We can end early if we have to. #soloPR
- 5:07 pm **KellyeCrane:** OK, let's do it! Q1: Does anyone have a co-op, biz partner or share office space? How's that working out? #solopr
- 5:07 pm **amynolanapr:** I'm doing fine with Tweet deck. The #solopr feed is a bit slower than the "all friends" feed.
- 5:07 pm **Organic_PR:** @KellyeCrane Would love to read even if I can't post. #solopr
- 5:07 pm **tracybb:** Me too. RT @PRProSanDiego: Im involved in a tweetchat w/SoloPR. Ill be posting a lot the next hour. Mute me, ignore me, or join us! #solopr
- 5:07 pm **mdbarber:** Joining from Anchorage for a bit while waiting for conference call to start. 30 year PR pro; 10 as independent counselor. #solopr
- 5:08 pm **IndigoSevenPR:** Hey, everyone! I have been gone for awhile but I am back. #solopr
- 5:08 pm **jillvan:** I'm jealous of the San Diego #solopr peeps! I'm in Columbus, OH, land of the landlocked. 8 yrs solo.
- 5:08 pm **LScribner:** @PRProSanDiego I think there are alot of tweeters here we have lots to say I guess! #solopr
- 5:08 pm **KellyeCrane:** @TravelPublicist Welcome, Beth - and any other new folks out there! #solopr
- 5:08 pm **janetlfalk:** NYC PR Pro 1 yr this time around; previously 3 years. Also subcontract #solopr

- 5:08 pm **amynolanapr:** Q1 No yet, but thinking about it for the future 3-5 yrs. #Solopr
- 5:09 pm **Organic_PR:** I focus on organic and natural biz clients, am in Tucson. #solopr
- 5:09 pm **KellyeCrane:** Great crowd building here - thanks all for your perseverance. Try Tweetgrid or Tweepchat if you're having troubles #solopr
- 5:09 pm **PRPiper:** Ditto! RT @amynolanapr: I'm doing fine with Tweet deck. The #solopr feed is a bit slower than the "all friends" feed.
- 5:09 pm **KellyeCrane:** Excellent!RT @DryerBuzz: i hope i'm falling in line with #solopr - solo since the dawning of social media '98- launch media brand in 2002
- 5:09 pm **KellyeCrane:** RT Q1: Does anyone have a co-op, biz partner or share office space? How's that working out? #solopr
- 5:09 pm **deegospel:** q1: no, i have a biz spouse. out biz compliments each other, but have been seeking a partnership with another PR #solopr
- 5:10 pm **JamiMiami:** @KellyeCrane Hi, I'm joining from Miami. ;-) Been solo for 3 years now. #solopr
- 5:10 pm **janetfalk:** Q1 home office not planning to grow #solopr
- 5:10 pm **trishlambert:** Q1: I work from home, LOVE IT, 4 dogs & 2 parrots keep me company. No plans to change...love it too much! #solopr
- 5:10 pm **TravelPublicist:** I used to have biz partner -was great for keeping each other motivated and for brainstorming, I miss her! #solopr
- 5:10 pm **KellyeCrane:** @garrettkuk @JamiMiami Glad to see you, friends! #solopr
- 5:10 pm **Organic_PR:** @KellyeCrane @Q1: Have spouse that does tech, have both had own biz for over 10 years. Works great. #solopr
- 5:10 pm **trishlambert:** RT @KellyeCrane: RT Q1: Does anyone have a co-op, biz partner or share office space? Hows that working out? #solopr
- 5:10 pm **mdbarber:** Q1 -- I love my home office, supplemented by @kaladibrothers coffee locations all over town. #solopr
- 5:10 pm **paulajohns:** Another San Diego area PR pro joining #solopr chat. Focus on tech. Been solo 10 yrs.
- 5:11 pm **tracybb:** I too have a home office but I'm interested in what you mean by co-op. How does that work? I'll do whatever I can to get more biz. #solopr
- 5:11 pm **KellyeCrane:** RT @deegospel: q1: no, i have a biz spouse. our biz compliments each other, but have been seeking a partnership with another PR #solopr
- 5:11 pm **IndigoSevenPR:** Q1: My business partner is my brother. He handles the graphic & web design. It is working out well.... #solopr
- 5:11 pm **CommAMMO:** Hi all -- Q1: a small firm lets me use an office downtown when I need it, otherwise, home office for the past year (yes, I R A N00b) #solopr
- 5:11 pm **KellyeCrane:** Nice RT @TravelPublicist: I used to have biz partner -was great for keeping each other motivated and for brainstorming, I miss her! #solopr
- 5:11 pm **Organic_PR:** RT @PRProSanDiego: Im involved in a tweetchat w/SoloPR. Ill be posting a lot the next hour. Mute me, ignore me, or join us! #solopr
- 5:11 pm **JamiMiami:** Q1: Have an office in advertising agency. Trade deal. I'm seeing more of that lately. #solopr
- 5:11 pm **amynolanapr:** Q1 I have a friend in the biz, and she said moving into office was the turning point in her biz - took more seriously #solopr
- 5:11 pm **PRPiper:** Hi all - from SWFLorida- Indie for 5 yrs w/ 15 yrs prior corp exp. #solopr
- 5:12 pm **KellyeCrane:** @tracybb I think the asker just wanted to know if solos have business arrangements w/other solos #solopr
- 5:12 pm **KellyeCrane:** RT @JamiMiami: Q1: Have an office in advertising agency. Trade deal. I'm seeing more of that lately. #solopr
- 5:12 pm **LauraScholz:** Laura, Atlanta, almost 3 yrs. solo-ish. #solopr
- 5:12 pm **dconconi:** Q1 my husband has an ad agency/branding biz from home so I partner with him on some work - with other #solopr on other #solopr

- 5:12 pm **amynolanapr:** @JamiMiami How's that work? What do you trade? #solopr
- 5:12 pm **KellyeCrane:** Great combo! RT @IndigoSevenPR: Q1: My business partner is my brother. He handles the graphic & web design. It is working out well. #solopr
- 5:12 pm **janetfalk:** Co-working space in NYC called New Work City www.nwcnyc.com #solopr
- 5:13 pm **tracybb:** @KellyeCrane I get it...I'm just wondering how to get into one and/or if anyone is interested in starting one. #solopr
- 5:13 pm **jillvan:** Q1: No biz partner, but I share services with other pros. #solopr
- 5:13 pm **dconconi:** In Toronto, we have a group of indy PR women who gather quarterly to share, network, wine and dine. Love them! #solopr #solopr
- 5:13 pm **KellyeCrane:** Another excellent combo RT @dconconi: Q1 my husband has an ad agency/branding biz from home so I partner with him on some work #solopr
- 5:14 pm **JamiMiami:** @amynolanapr I help them on pitches w/ new clients/press releases/biz development. I get all their amenities. #solopr
- 5:14 pm **IndigoSevenPR:** @KellyeCrane Exactly! He is an awesome graphic designer. I am glad that he came on board. #solopr
- 5:14 pm **KellyeCrane:** These are springing up in many metros RT @janetfalk: Co-working space in NYC called New Work City www.nwcnyc.com #solopr
- 5:14 pm **PRPiper:** Heads -up! Participating in #solopr tweetchat for the next hour w/ other great PR Pros.
- 5:14 pm **deegospel:** @dconconi q1: that sounds great #solopr
- 5:14 pm **trishlambert:** In prev biz had separate ofc. Benefits, but also increased overhead. Now I like all of life in 1 place! Do have dedicated space tho. #solopr
- 5:15 pm **TravelPublicist:** @dconconi love that idea. Hoping to start the same here in North FL. #solopr #solopr
- 5:15 pm **mdbarber:** Q1 - My partners aren't other PR people but more those who offer comp skills I might not have -- design, SEO, media buying, etc. #solopr
- 5:15 pm **KellyeCrane:** Anyone? RT @tracybb: .I'm just wondering how to get into [a co-op] and/or if anyone is interested in starting one. #solopr
- 5:15 pm **deegospel:** Be advised: I'm participating in #solopr. If you need me, email or text. #solopr
- 5:15 pm **amynolanapr:** I've seen #solopr share office space w/others in comms to split rent, share phones, share admin help
- 5:15 pm **CommAMMO:** @trishlambert I'm so social that I miss having people around. The cats are way to quiet when I ask for opinions. #solopr
- 5:16 pm **paulajohns:** Q1 No biz partner, but share services and collaborate with other PR pros in area. Home office works grt for me. #solopr
- 5:16 pm **PRPiper:** Great idea! RT@dconconi:In Toronto, we have a group of indy PR women who gather quarterly to share, network, wine & dine. Love them! #solopr
- 5:16 pm **KellyeCrane:** Me too RT @amynolanapr: I've seen #solopr share office space w/others in comms to split rent, share phones, share admin help
- 5:16 pm **tracybb:** I love subcontracting and would like to find more work like that. I was w/one guy for 6 years but he died. Solo can get lonely. #solopr
- 5:16 pm **ActiveIngreds:** RT @KellyeCrane: RT Q1: Does anyone have a co-op, biz partner or share office space? How's that working out? #solopr
- 5:16 pm **CattChat:** RT @amynolanapr: I'm doing fine with Tweet deck. The #solopr feed is a bit slower than the "all friends" feed. -> Noticed that 2
- 5:16 pm **akenn:** In Boston there's co-office space called WorkBar. On Twitter at @WorkBarBoston #solopr
- 5:16 pm **dconconi:** it's worked out really well - for both leads and existing biz - esp. if a client throws something out of your comfort zone at you #solopr
- 5:17 pm **trishlambert:** @CommAMMO Grin! I'm probly the most reclusive PR/mktg person on the planet! I love the solitude! #solopr

- 5:17 pm **KellyeCrane:** I personally have always worked from home in a dedicated office. My collaborations w/others are informal #solopr
- 5:17 pm **LScribner:** Q1. Work out of the home office, works great and no distractions! #solopr
- 5:18 pm **JamiMiami:** Also great to share pubs RT @amynolanapr Ive seen #solopr share office space w/others in comms to split rent/share fones/share admin #solopr
- 5:18 pm **akenn:** @trishlambert me too! #solopr
- 5:18 pm **tracybb:** @mdbarber: I have been looking to partner like that but have had trouble getting one to figure out the right deal. So far all -con't #solopr
- 5:18 pm **KellyeCrane:** Q2: How do you charge for full-day sessions w/a client? Hourly rate? What if clients asks for a "day rate"? #solopr
- 5:18 pm **laurenkgray:** reading in on #solopr
- 5:18 pm **ActiveIngreds:** I also work in client locations RT @KellyeCrane Ive always worked fr home in a dedicated office; collaborations w/others R informal #solopr
- 5:18 pm **mdbarber:** @trishlambert Solitude = good. Kids done w school after tomorrow. Will have to adjust to the noise. #solopr
- 5:18 pm **CommAMMO:** @LScribner I'm distracted by home stuff! Actually more productive in my downtown garrett #solopr
- 5:18 pm **jillvan:** My dog is no good either! RT@CommAMMO:@trishlambert I'm so social; I miss people. The cats r too quiet when I ask 4 opinions. #solopr
- 5:18 pm **ActiveIngreds:** RT @KellyeCrane: Q2: How do you charge for full-day sessions w/a client? Hourly rate? What if clients asks for a "day rate"? #solopr
- 5:18 pm **laurenkgray:** @trishlambert really? Do you ever work with anyone else? #solopr
- 5:18 pm **deegospel:** @KellyeCrane q1: i think for me being a mother has helped me be able to zone out and focus on my work no matter what is going on lol #solopr
- 5:19 pm **tracybb:** @mdbarber just seem to want referrals to them. #solopr
- 5:19 pm **CommAMMO:** RT @KellyeCrane: Q2: How do you charge for full-day sessions w/a client? Hourly rate? What if clients asks for a "day rate"? #solopr
- 5:19 pm **trishlambert:** Q1: Coworking is a popular in Austin, lots of solos (esp younguns) use that. #solopr
- 5:19 pm **TravelPublicist:** I love solitude too - get more done! RT @trishlambert: @CommAMMO #solopr
- 5:19 pm **laurenkgray:** I kind of have the attitude I do things myself better & don't delegate too well sometimes. I guess that makes me a #solopr person sometimes
- 5:19 pm **amynolanapr:** @mdbarber Me too! Today is day #2 of summer break. One down, 80 to go! #solopr
- 5:19 pm **paulajohns:** There's something similar in San Diego but I can't remember name>>>RT @akenn: In Boston there's co-office space called WorkBar. #solopr
- 5:19 pm **CattChat:** @dconconi I have that problem right now. Would love to do a trade or partner on it #solopr
- 5:19 pm **KellyeCrane:** @deegospel You should list that on your list of capabilities. :-) #solopr
- 5:19 pm **LauraScholz:** Q2: I've never been asked for a full-day session, but the "day rate" would depend on project & type of work. #solopr
- 5:20 pm **JamiMiami:** @laurenkgray I have the same issue. I don't delegate well. #solopr
- 5:20 pm **Organic_PR:** Been wondering this lately. RT @KellyeCrane: Q2: How do you charge for full-day sessions w/a client? What if asked for "day rate"? #solopr
- 5:20 pm **trishlambert:** @akenn @mdbarber @TravelPublicist Yay! Sisters in solitude!!! #solopr
- 5:20 pm **LScribner:** @PaulaJohns I think it's Hivehaus or Jelly something? #solopr
- 5:20 pm **tracybb:** I have never been asked for "full day" but have have done retainers for the month or a project fee. The project fee is based on hrly #solopr
- 5:20 pm **mdbarber:** @tracybb We started with lunch gatherings to share trends. Then started sharing biz. No formal agreemen't but work tog on projects #solopr
- 5:20 pm **mdbarber:** @amynolanapr Going okay for you? Always takes time. #solopr

- 5:20 pm **trishlambert:** RT @KellyeCrane: Q2: How do you charge for full-day sessions w/a client? Hourly rate? What if clients asks for a "day rate"? #solopr
- 5:21 pm **PortfolioSC:** Work from home but have virtual office with phone answering & the availability of conference room or meeting space when we need it. #solopr
- 5:21 pm **tracybb:** @mdbarber That sounds like a great idea. I should try to set that up! #solopr
- 5:21 pm **mdbarber:** @amynolanpr Love that you're already counting down too. Some don't understand that. #solopr
- 5:21 pm **deegospel:** q2: i only charge billable hours if it's for a special service (i.e., press junket, press suite mgmt for event) else svc fee #solopr
- 5:21 pm **janetifalk:** I have an hourly rate and discount 15% for multiples of 10 hours. So I would discount a bit less for a day. #solopr
- 5:21 pm **dconconi:** before I went solo this time, I always shared space in ad agencies-great for leads and supporting PR work #solopr
- 5:21 pm **jillvan:** Q2: I've been asked for a day rate, and I base it on how many hours I'll be w/ client that day, plus a bit of a discount. #solopr
- 5:21 pm **CommAMMO:** Q2 I charge for the project rather than the hours (other than for writing) I don't have any current retainer work... #solopr
- 5:21 pm **kana_the_kanaka:** RT @LScribner: Hi, Lori here, 16+ yrs in PR, 6 solo, based in San Diego #solopr |Are you showing up late on California time?
- 5:21 pm **KellyeCrane:** Q2: I think a day rate often comes into play when there's travel involved, or perhaps an after hours dinner #solopr
- 5:22 pm **trishlambert:** Q2: I offer a day rate that is a better deal than 8 hours at hrly rate. Don't use it very often tho. #solopr
- 5:22 pm **KellyeCrane:** RT @janetifalk: I have an hourly rate and discount 15% for multiples of 10 hours. So I would discount a bit less for a day. #solopr
- 5:22 pm **deegospel:** @KellyeCrane hee hee #the mommy zone out #solopr
- 5:22 pm **amynolanapr:** @mdbarber So far so good. I try to work early in AM B4 they get up and be done by lunch so we can do kid stuff. #solopr
- 5:22 pm **laurenkgray:** @JamiMiami it's definitely something I need to work on! I like working with others, but I like to be in charge. Lots to work on! #solopr
- 5:22 pm **IndigoSevenPR:** Q2:I have never been asked to charge full day sessions. I charge based on project or service offered. #solopr
- 5:22 pm **KellyeCrane:** RT @jillvan: Q2: I've been asked for a day rate, and I base it on how many hours I'll be w/client that day, plus a bit of a discount #solopr
- 5:22 pm **dconconi:** Q2 -I would base a day rate on 7 hours of hourly (discount one hour) #solopr
- 5:22 pm **ActiveIngreds:** Q2 I usually charge hourly bec what a client thinks will take 30 hours could take 50 - don't want to get jammed! #solopr
- 5:22 pm **cloudspark:** virtual offices with "real" meeting space when we need it. #soloPR
- 5:22 pm **ActiveIngreds:** RT @dconconi: before I went solo this time, I always shared space in ad agencies-great for leads and supporting PR work #solopr
- 5:23 pm **mdbarber:** Shoot conference call starting. Have to go. Enjoy the rest of the hour. #solopr
- 5:23 pm **amynolanapr:** @mdbarber Counting down, but loving no early morning carpool too! #solopr
- 5:23 pm **deegospel:** @cloudspark q1 i would love that. #solopr
- 5:23 pm **KellyeCrane:** RT @trishlambert: Q2: I offer a day rate that is a better deal than 8 hours at hrly rate. Don't use it very often tho. #solopr
- 5:23 pm **mdbarber:** @amynolanapr That's what I do as well. We'll have to stay in touch! #solopr
- 5:23 pm **ActiveIngreds:** do you still charge daily if you are working with multiple clients? #solopr
- 5:23 pm **tracybb:** @trishlambert My project rate is a slightly discounted from my hourly rate too. Is your daily rate always the same? Or work-based? #solopr
- 5:23 pm **ActiveIngreds:** @mdbarber au revoir! #solopr

- 5:23 pm **cloudspark:** we don't do "day rates" - it negates the benefit of creating a more valuable relationship. #soloPR
- 5:24 pm **PRFlipside:** been in #atx 4 10 mos. no coworking yet, but came close a few times. RT @trishlambert: Q1: Coworking is popular in Austin... #solopr
- 5:24 pm **PRPiper:** Q2: Interesting! Have never been asked for a day rate. Travel & after hours are built into project cost or billed hourly as well. #solopr
- 5:24 pm **KellyeCrane:** RT @cloudspark: we don't do "day rates" - it negates the benefit of creating a more valuable relationship. #solopr
- 5:24 pm **deegospel:** @mdbarber bye enjoy your call #solopr
- 5:24 pm **kana_the_kanaka:** RT @LScribner: Hi, Lori here, 16+ yrs in PR, 6 solo, based in San Diego #solopr |Or are you just giving us your intro for today's tweets
- 5:24 pm **coreyanderson:** RT @cloudspark: we don't do "day rates" - it negates the benefit of creating a more valuable relationship. #soloPR
- 5:24 pm **JamiMiami:** Q2 I've never been asked to do a day job. I think I would charge as a project (rate based on hours). Ugh. Hate hourly billing! #solopr
- 5:24 pm **tracybb:** @PRFlipside What is co-working? #solopr
- 5:25 pm **LauraScholz:** Totally agree. RT @cloudspark: we don't do "day rates" - it negates the benefit of creating a more valuable relationship. #soloPR
- 5:25 pm **paulajohns:** @LScribner You're right. It's Jelly at the Hive (or something like that) and I think it's only Fridays for co-op. #solopr
- 5:25 pm **jillvan:** @mdbarber See ya later! #solopr
- 5:25 pm **LScribner:** @kana_the_kanaka Day late dollar short as always! #solopr
- 5:25 pm **deegospel:** @KellyeCrane @cloudspark I agree. My hourly rates are higher because of that #solopr
- 5:25 pm **KellyeCrane:** Q2: If someone wants me to travel to their offices, do some social media training & then dinner after, I give them a "day rate" #solopr
- 5:25 pm **CommAMMO:** @tracybb I change the rates by company and project - unless it's planning sessions, which carry a flat rate. #solopr
- 5:26 pm **cloudspark:** why discount rates? if you're valuable for one hour, you're valuable the whole day/event/project. #soloPR
- 5:26 pm **KellyeCrane:** Yes! Same thing RT @JamiMiami: Q2 I've never been asked to do a day job. I think I would charge as a project (rate based on hours). #solopr
- 5:26 pm **dconconi:** @CattChat what problem? #solopr
- 5:26 pm **trishlambert:** @tracybb I usually quote same rate independent of work tho in some cases (like >1 day or I know it will be over 8 hours) I adjust. #solopr
- 5:26 pm **PRPiper:** Q2: I do know of indies who charge 1/2 their hourly rate for travel vs. full hourly rate for travel. #solopr
- 5:26 pm **ActiveIngreds:** do you charge by project? @LauraScholz @cloudspark: we dont do day rates - negates the ben of creating a more valuable relationship #solopr
- 5:26 pm **KellyeCrane:** RT @cloudspark: why discount rates? if you're valuable for one hour, you're valuable the whole day/event/project. #solopr
- 5:26 pm **JamiMiami:** Agree! RT @cloudspark: why discount rates? if youre valuable for one hour, youre valuable the whole day/event/project. #solopr
- 5:27 pm **trishlambert:** @cloudspark For me it's a matter of goodwill and good relationship glue. Client appreciates discount, like I do when I'm the client! #solopr
- 5:28 pm **CommAMMO:** @tracybb I change the rates by company and project - unless it's planning sessions, which carry a flat rate. #solopr
- 5:28 pm **LauraScholz:** Why I don't do hrly rates. RT @cloudspark: why discount rates? if you're valuable for 1 hr, you're valuable 4 whole day/event/proj. #soloPR
- 5:28 pm **fransteps:** Sounds like y'all are saying estimates are the thing for Q2. #solopr
- 5:28 pm **cloudspark:** @CommAMMO that must be an accounting nightmare. #solopr

- 5:28 pm **IndigoSevenPR:** @ActiveIngreds I charge by project. I just think it easier that way. #solopr
- 5:28 pm **dconconi:** Frmr agency did. RT @PRPiper: Q2: I do know of indies who charge 1/2 their hourly rate for travel vs. full hourly rate for travel. #solopr
- 5:28 pm **krisTK:** Q2: chiming in on day rate. I'm in DC for client conf. Came up w fee based on long days at their event from 8 am to evening. #solopr
- 5:28 pm **Mapivia:** RT @bcockman: Today I am officially an independent #PR practitioner. Details to follow! #soloPR
- 5:29 pm **snepromo:** Currently soaking up knowledge from #solopr chat :)
- 5:29 pm **dconconi:** Congrats!!RT @Mapivia: RT @bcockman: Today I am officially an independent #PR practitioner. Details to follow! #solopr
- 5:29 pm **CommAMMO:** @cloudspark Well, to be frank, it hasn't been (I'd like to have the volume for it to be). #solopr
- 5:29 pm **deegospel:** @krisTK day rates make more sense. i like that. thanks #solopr
- 5:29 pm **KellyeCrane:** As long as you don't short change yourself, it is RT @IndigoSevenPR I charge by project. I just think it easier that way. #solopr
- 5:29 pm **tracybb:** I don't think I could get away w/ that. Keep getting lowballed @PRPiper: I know of indies who charge 1/2 their hourly rate 4 travel #solopr
- 5:30 pm **Mapivia:** Nice!! RT @bcockman: Today I am officially an independent #PR practitioner. Details to follow! #soloPR
- 5:30 pm **KellyeCrane:** Great, welcome! RT @snepromo: Currently soaking up knowledge from #solopr chat :)
- 5:30 pm **brandleadership:** RT @JamiMiami: Q1: Have an office in advertising agency. Trade deal. I'm seeing more of that lately. #solopr
- 5:30 pm **trishlambert:** Q2: I charge hrly rate 4 travel but not expenses; 2much hassle dealing w/exp repts &l more control over itinerary by paying myself. #solopr
- 5:30 pm **krisTK:** I do for travel only days RT @PRPiper: Q2: I know of indies who charge 1/2 hourly rate for travel vs. full hourly rate for travel. #solopr
- 5:31 pm **cloudspark:** @ActiveIngreds hourly or retainer. #soloPR
- 5:31 pm **KellyeCrane:** Q3: Do people include a termination notice in their contracts? How do you manage if a client won't? #solopr
- 5:31 pm **CommAMMO:** Q2 things I never thought about until I went solo... we all want retainers for stability, projects for flexibility #solopr
- 5:31 pm **jillvan:** @cloudspark I see it as they have a choice: hire me for the day, or don't. For me, it's an incentive and creates goodwill. #solopr
- 5:32 pm **3hatscomm:** working on projects, lurking the chat today #solopr
- 5:32 pm **SoloDovePR:** afternoon #solopr chat I'll be in and out. hope everyone is enjoying their hump day
- 5:32 pm **jillvan:** Q3: Ooh, I'd love to hear responses on this one. #solopr
- 5:32 pm **ActiveIngreds:** what I usually do too but wish I could do by project-sometimes client are volatile RT @cloudspark @ActiveIngreds hourly or retainer. #solopr
- 5:32 pm **LauraScholz:** Q3: My termination clause is 60 days out, all bills paid in full & can be initiated by either party. #solopr
- 5:32 pm **tracybb:** Q3: I have something abt the length of contract & can only terminate in writing agreed to mutually. It has held up in a legal sense. #solopr
- 5:33 pm **KellyeCrane:** RT @LauraScholz: Q3: My termination clause is 60 days out, all bills paid in full & can be initiated by either party. #solopr
- 5:33 pm **ActiveIngreds:** RT @KellyeCrane: Q3: Do people include a termination notice in their contracts? How do you manage if a client wont? #solopr
- 5:33 pm **JamiMiami:** @KellyeCrane Q3: I have a term clause in contract 30-days. I've had 1 client who didn't honor. I billed him anyway until he paid. #solopr
- 5:33 pm **janetfalk:** Retainer biz remains elusive; would like to have the termination problem #solopr

- 5:33 pm **deegospel:** @KellyeCrane q3: i must use a tp, won't work without 1. #solopr
- 5:33 pm **cgornpr:** Q3: Wish I would be more defined about that. Sometimes the relationship just doesn't work. I have one right now. #solopr
- 5:33 pm **KellyeCrane:** RT @tracybb: Q3: I have something abt the length of contract & can only terminate in writing agreed to mutually.... #solopr
- 5:33 pm **3hatscomm:** Similar terms. RT @LauraScholz: Q3: termination clause is 60 days out, bills paid in full & can be initiated by either party. #solopr
- 5:33 pm **ActiveIngreds:** ditto, but 2wks out RT @LauraScholz Q3 My termination clause is 60 days out,all bills paid in full &can be initiated by either party #solopr
- 5:33 pm **Organic_PR:** @KellyeCrane Q3: I find that if client wants to terminate I don't want them as client. I have 30 day clause but will attempt faster. #solopr
- 5:34 pm **trishlambert:** Q3: On retainer, have a "30-day notice to cancel by either party" provision. Hasn't happened tho. #solopr
- 5:34 pm **LScribner:** Q3 re: termination notice, 30-day notice is one standard I use #solopr
- 5:34 pm **CommAMMO:** Q3 - eek, something else to think about. Mercy. Does one need to hire a lawyer to review, etc.? #solopr
- 5:34 pm **tracybb:** At H&K we had a 30 day notice but that hasn't been practical for solopr. I #solopr
- 5:34 pm **amynolanapr:** Same here, but 30 days. RT @LauraScholz: Q3: My term. clause is 60 days out, all bills pd in full, can be initiated by either party. #solopr
- 5:34 pm **cloudspark:** @ActiveIngreds in retainers, we give a minimum and a maximum, any overage goes to hourly. #solopr
- 5:34 pm **KellyeCrane:** Q3: I have a 30 day termination clause for either party. I position this as a big plus for them, tho I've used it on occasion #solopr
- 5:35 pm **dc2fla:** sorry I'm late! Just jumping into #solopr chat. @KellyeCrane topic?
- 5:35 pm **EvilPRGuy:** I'm 100% retainer. I've been screwed up and down by not having one. Any legit client will be cool with it. #solopr
- 5:35 pm **dconconi:** RT @KellyeCrane: Q3: I have a 30 day termination clause for either party. I position this as a big plus for them, tho Ive used it #solopr
- 5:36 pm **trishlambert:** Q3: Projects a little more loosy goosey--main policy is xellation of project & no refund on \$ paid if client incommunicado > 1month. #solopr
- 5:36 pm **cgornpr:** q3: I think I have done 14 days. #solopr
- 5:36 pm **TravelPublicist:** 30 day out in my contract but I pre-bill everything. Never had an issue with a client. Good client service is key! #solopr
- 5:36 pm **EvilPRGuy:** I'm willing to break it down by the week for early termination. I'm not out to beat anyone out of a few bucks. #solopr
- 5:36 pm **KellyeCrane:** RT @KellyeCrane: Q3: Do people include a termination notice in their contracts? How do you manage if a client won't? #solopr
- 5:36 pm **paulajohns:** Q3 I also have 30-day termination notice. Had a law firm write up an LOA/contract template for me, covering all bases. #solopr
- 5:37 pm **tracybb:** I have had to take people into collections and my contract has held up so I'm happy with my termination clause. #solopr
- 5:37 pm **KellyeCrane:** RT @EvilPRGuy: I'm willing to break it down by the week for early termination. I'm not out to beat anyone out of a few bucks. #solopr
- 5:37 pm **janetifalk:** @KellyeCrane: QPls explain the big plus of 30-day termination offline. Thx. #solopr
- 5:37 pm **ActiveIngreds:** good idea RT @paulajohns: Q3 Had a law firm write up an LOA/contract template for me, covering all bases. #solopr
- 5:38 pm **trishlambert:** Hear hear! RT @TravelPublicist: 30 day out in contract but pre-bill everything. Never had issue w/a client. Good client service=key #solopr
- 5:38 pm **KellyeCrane:** @CommAMMO The language doesn't have to be that complicated, but a lawyer can do a template for you for a 1 time fee #solopr

- 5:38 pm **JamiMiami:** @TravelPublicist I pre-bill too. That comes in handy w/ the termination clause. #solopr
- 5:38 pm **dc2fla:** I include a 30-day termination clause, also for both parties. I have never had a problem. #solopr
- 5:38 pm **ActiveIngreds:** RT @KellyeCrane: @CommAMMO The language doesnt have to be that complicated, but a lawyer can do a template for you for a 1 time fee #solopr
- 5:38 pm **PRPiper:** I use/modify a std contract -drafted by an attny. RT @CommAMMO: Q3 Something else to think about. Does one need a lawyer to review? #solopr
- 5:38 pm **cloudspark:** @KellyeCrane that's exactly what we do, 30-day term notice for either party. #soloPR
- 5:39 pm **deegospel:** #solopr
- 5:39 pm **Organic_PR:** Q3: Bad relationship = drama. Best to end professional and quick. Move to good relationship = more money. #solopr
- 5:39 pm **tracybb:** I pre-bill too but sometimes people run late & slack off @TravelPublicist: 30 day out in contract but pre-bill everything. #solopr
- 5:39 pm **KellyeCrane:** @janetfalk The benefit to the client is that you aren't locking them in for a year- if their budget changes they can get out #solopr
- 5:39 pm **ActiveIngreds:** RT @Organic_PR: Q3: Bad relationship = drama. Best to end professional and quick. Move to good relationship = more money. #solopr
- 5:39 pm **Organic_PR:** @JamiMiami I pre-bill a lot as well, and do a LOT of client research before taking client. Helps avoid termination issues. #solopr
- 5:40 pm **simplexstudios:** @PRPiper I would ask a lawyer if they could depend it in court, thats all #solopr
- 5:40 pm **cgornpr:** RT @Organic_PR: Q3: Bad relationship = drama. Best to end professional and quick. Move to good relationship = more money. #solopr
- 5:41 pm **dconconi:** my clients are good with the retainer idea - not so much the prebill. How do you do it? #solopr
- 5:41 pm **ActiveIngreds:** what kind of research do you do on a client? RT @Organic_PR: @JamiMiami #solopr
- 5:41 pm **LauraScholz:** And as I'm participating in #solopr chat, a confession: I Hate PR (well, not really, but read on): <http://bit.ly/akLOoq>
- 5:41 pm **JamiMiami:** @Organic_PR me too & lay out expectations so that we're clear on goals. So far, I've been lucky. #solopr
- 5:41 pm **TravelPublicist:** interesting twist to Q3-anyone have a minimum term in their contract? #solopr
- 5:41 pm **KellyeCrane:** RT @Organic_PR: Q3: Bad relationship = drama. Best to end professional and quick. Move to good relationship = more money. #solopr
- 5:42 pm **LauraScholz:** Q3: And always get a deposit. #solopr
- 5:42 pm **TravelPublicist:** so often takes up to 12 months to get PR momentum going-how do you get clients to hang around long enough #solopr
- 5:42 pm **CatalinaV:** Great post from @LauraScholz: Participating in #solopr chat, a confession: I Hate PR (well, not really, but read on): <http://bit.ly/akLOoq>
- 5:42 pm **tracybb:** @TravelPublicist I have really wanted to but it has not been feasible. And being flexible has made a good unique selling pt. #solopr
- 5:42 pm **trishlambert:** Court, huge hassle + expense + no guar getting \$\$ even if win.Prevention best, eg research client, start small, watch their behavior #solopr
- 5:42 pm **deegospel:** RT @Organic_PR: Q3: Bad relationship = drama. Best to end professional and quick. Move to good relationship = more money. #solopr
- 5:42 pm **Organic_PR:** @ActiveIngreds Research on a client could include past relationships, products, goals, expectations, work style, etc. #solopr
- 5:43 pm **JamiMiami:** @ActiveIngreds @organic_pr I will research their past media (if any) and their competition + their biz relationships, if possible. #solopr
- 5:43 pm **janetfalk:** @jamimiami Do you get a D&B? Ask other suppliers? when checking out potential client #solopr

- 5:43 pm **KellyeCrane:** Yes, if you don't pre-bill begin w/an upfront payment. RT @LauraScholz: Q3: And always get a deposit. #solopr
- 5:43 pm **tracybb:** Or get paid one month up front. That's what I do before work begins. RT @LauraScholz: Q3: And always get a deposit. #solopr
- 5:43 pm **Organic_PR:** @ActiveIngreds I think it's like a marriage. Have to work together. Plenty of clients, I want good clients for me. Refer a lot. #solopr
- 5:44 pm **dconconi:** RT @KellyeCrane: Yes, if you dont pre-bill begin w/an upfront payment. RT @LauraScholz: Q3: And always get a deposit. #solopr
- 5:44 pm **trishlambert:** @Organic_PR Do you try for references from other providers when researching client? #solopr
- 5:44 pm **tracybb:** Me 2. Plus all releases @organic_pr I will research their past media (if any) and their competition + their biz relationships #solopr
- 5:44 pm **ActiveIngreds:** thanks! @JamiMiami @organic_pr #solopr
- 5:44 pm **KellyeCrane:** Q4 How do you handle clients that don't pay/honor contract? Are you worried abt reputation if you fight? #solopr
- 5:45 pm **Organic_PR:** @TravelPublicist Clear expectations and plan are crucial to long-term goals. There is no get rich quick. #solopr
- 5:45 pm **JamiMiami:** @janetfalk if it's a big enough client, yes to D&B. Btw, I always check to make sure their corp papers are in good standing. #solopr
- 5:45 pm **ActiveIngreds:** RT @KellyeCrane: Q4 How do you handle clients that dont pay/honor contract? Are you worried abt reputation if you fight? #solopr
- 5:45 pm **PRPiper:** Agree! Contract is a deterrent, not an ends to a means. @simplexstudios: I would ask a lawyer if they can depend in court, thats all #solopr
- 5:45 pm **EvilPRGuy:** Going the court route for a non-paying clients is a no go (trust me). You can usually write it off as a loss on your taxes. Easier. #solopr
- 5:46 pm **Organic_PR:** @KellyeCrane Q4 Depends on \$\$ but fight takes a lot of time at billable hours. Need to consider that. #solopr
- 5:46 pm **KellyeCrane:** RT @EvilPRGuy: Going the court route for a non-paying clients is a no go (trust me)... #solopr
- 5:46 pm **3hatscomm:** RT @LauraScholz: And as I'm participating in #solopr chat, a confession: I Hate PR (well, not really, but read on): <http://bit.ly/akLOoq>
- 5:46 pm **tracybb:** Q4 Get the money if it's a worthwhile sum. You have to make a living. My collctions guy says, "Now they'll respect you." #solopr
- 5:46 pm **dconconi:** Q4 I've only had to go to court once. Wouldn't hesitate to do it again if had to - but not for a small amount - time is money too #solopr
- 5:46 pm **janetfalk:** Another solo contracts with me. Always late to pay invoices. I remind and remind; eventually get a check 4-6 weeks later. Sheesh! #solopr
- 5:46 pm **Organic_PR:** @JamiMiami That's a good one. Check corporate papers. Make sure you're signing with person authorized for right corporation. #solopr
- 5:47 pm **LScribner:** Q4 Quite the contrary, companies should worry about their own rep if they don't pay what's be agreed upon. #solopr
- 5:47 pm **CommAMMO:** RT @KellyeCrane: Q4 How do you handle clients that dont pay/honor contract? Are you worried abt reputation if you fight? #solopr
- 5:47 pm **Organic_PR:** @trishlambert Absoutely get references. In some industries those are pretty obvious. #solopr
- 5:47 pm **ActiveIngreds:** Q4 who has used collection agency? #solopr
- 5:47 pm **dconconi:** absolutely! RT @LScribner: Q4 Quite the contrary, companies should worry about their own rep if they dont pay whats be agreed upon. #solopr
- 5:47 pm **KellyeCrane:** Q4: There was a great discussion about this on the LinkedIn Group - <http://bit.ly/2SRr5q> - those interested may want to checkout #solopr
- 5:47 pm **tracybb:** So true. RT @LScribner: Q4 Quite the contrary, companies should worry about their own rep if they dont pay whats be agreed upon. #solopr

- 5:47 pm **TravelPublicist:** Q4: dealing with that right now. Lg, natl company at 60 days. id not sign contract upfront (my bad).But want to retain relationship #solopr
- 5:48 pm **LauraScholz:** I just love the #solopr community. Thank you, @kellyecrane, for all you do!
- 5:48 pm **JamiMiami:** Q4: Went thru this when I first went solo. I put up a good fight & got paid. This is time consuming but it was a lot of \$\$ #solopr
- 5:48 pm **tracybb:** @ActiveIngreds I have used one, twice and got my money both times w/o having to go to ct. #solopr
- 5:48 pm **fransteps:** RT @LauraScholz: I just love the #solopr community. Thank you, @kellyecrane, for all you do!
- 5:48 pm **trishlambert:** Q4: I steer clear of legalese contract w/small/med client, but do send engagement memo w/scope, terms, policies for them to sign. #solopr
- 5:48 pm **KellyeCrane:** Q4: I find the best approach is to be a squeaky wheel. If nec, threaten to turn over to attorney. That alone often works #solopr
- 5:48 pm **janetfalk:** Freelancers Union in NYC has ad campaign in subways: How is not paying freelancers different than not paying employees? #solopr
- 5:49 pm **ActiveIngreds:** @tracybb what do you look for in an agency? how do they charge & how much? #solopr
- 5:49 pm **KellyeCrane:** @LauraScholz Thank you, my dear. I agree, the #solopr gang is the best.
- 5:49 pm **CommAMMO:** RT @LauraScholz: I just love the #solopr community. Thank you, @kellyecrane, for all you do! #solopr
- 5:50 pm **trishlambert:** Q4 follow up Q: Has anyone found social media effective in spreading word about deadbeat client? Or is that too risky? #solopr
- 5:50 pm **cgornpr:** Q4: I remind them they need to be paid and reconsider working with them if it is a struggle to get paid. #solopr
- 5:50 pm **tracybb:** @ActiveIngreds Yes but also get references from the agency. I talked to his former clients. #solopr
- 5:50 pm **JamiMiami:** @KellyeCrane agree on the squeaky wheel! #solopr
- 5:50 pm **janetfalk:** I once sent a registered letter and threatened BBB. #solopr
- 5:50 pm **KellyeCrane:** @TravelPublicist I have found that some of the world's largest companies are the slowest to pay. Sad but true #solopr
- 5:50 pm **KellyeCrane:** RT @janetfalk: I once sent a registered letter and threatened BBB. #solopr
- 5:50 pm **ActiveIngreds:** @tracybb whats a reasonable rate to pay a collection agency? #solopr
- 5:51 pm **trishlambert:** Love this RT @janetfalk: NYC Freelancers Union subway ad campgn: How is not paying freelancers different than not paying employees? #solopr
- 5:51 pm **tracybb:** Me too. @TravelPublicist I have found that some of the worlds largest companies are the slowest to pay. Sad but true #solopr
- 5:51 pm **dconconi:** RT @KellyeCrane: @TravelPublicist I have found that some of the worlds largest companies are the slowest to pay. Sad but true #solopr
- 5:51 pm **amynolanapr:** Cutting out from #SoloPR early. The natives are getting restless. Great chat today!
- 5:52 pm **PRjeff:** Q4: Contracts are only as good as the people who sign them. Do a background ck on new clients first. #solopr
- 5:52 pm **trishlambert:** Me too. Some corp terms now 45net RT @TravelPublicist I have found that some of the worlds largest companies are slowest to pay. #solopr
- 5:52 pm **TravelPublicist:** My philosophy - never screw a PR person! I'm tempted to tweet about this company that owes me \$ but won't. #solopr
- 5:52 pm **EvilPRGuy:** Yeah, bigger the client, slower they pay. Uber true. @KellyeCrane @TravelPublicist #solopr
- 5:52 pm **Organic_PR:** @KellyeCrane Agreed the larger the company the harder it can be to get paid. Small companies are, IMO, more fun all the way around. #solopr
- 5:52 pm **GRIPCOMMPR:** RT @PRjeff: Q4: Contracts are only as good as the people who sign them. Do a background ck on new clients first. #solopr

- 5:52 pm **tracybb:** @ActiveIngreds It is a percentage of what they get for you. I forgot what % my guy charged. Luckily it's been 2 years since. #solopr
- 5:52 pm **KellyeCrane:** @ActiveIngreds Also, some accountants will make collections calls for a sm fee. Takes you out of the equation #solopr
- 5:52 pm **PortfolioSC:** @trishlambert SM can swing both ways and there's really no verification. a deadbeat may be willing to trash your reputation too. #solopr
- 5:52 pm **trishlambert:** Lrned this frm exp! RT @PRjeff: Q4: Contracts are only as good as the people who sign them. Do a background ck on new clients first. #solopr
- 5:53 pm **dconconi:** ahahaRT @TravelPublicist: My philosophy - never screw a PR person! Im tempted to tweet about this company that owes me \$ but wont. #solopr
- 5:53 pm **jillvan:** Q4: Great Q and one that leaves me with a lot of follow up Q's. I'll have 2 connect w/ y'all on LinkedIn about it. Gotta go! #solopr
- 5:54 pm **tracybb:** @TravelPublicist Funny I feel that way about anyone that's screwed me. Had an issue w/a vendor about Tshirts for Brownie troop. #solopr
- 5:54 pm **fransteps:** Re: slow paying companies...I left a company who started net 120 for ALL vendors. Net 45 would be awesome in that case. #solopr
- 5:54 pm **CommAMMO:** RT @LauraScholz: Im participating in #solopr chat, a confession: I Hate PR (well, not really, but read on): <http://bit.ly/akLOoq> #solopr
- 5:54 pm **ActiveIngreds:** thanks! @KellyeCrane @tracybb #solopr
- 5:54 pm **KellyeCrane:** Q4: Yes, I think it's rarely a good idea to publicly "out" people. Take the high ground whenever possible #solopr
- 5:54 pm **JamiMiami:** @ActiveIngreds most collections agencies will work off a % - usually btwn 15-25%. #solopr
- 5:54 pm **ActiveIngreds:** RT @jillvan: Q4: Great Q and one that leaves me with a lot of follow up Qs. Ill have 2 connect w/ y'all on LinkedIn about it. #solopr
- 5:55 pm **KellyeCrane:** Re collections agencies' rates: RT @tracybb: @ActiveIngreds It is a percentage of what they get for you... #solopr
- 5:55 pm **tracybb:** @KellyeCrane True but it's so tempting! ;) #solopr
- 5:55 pm **dconconi:** absolutely!RT @KellyeCrane: Q4: I think its rarely a good idea to publicly "out" people. Take the high ground whenever possible #solopr
- 5:55 pm **EvilPRGuy:** As tempting as it is, outing a bad client via sm is going to make you look petty and unpro. #solopr
- 5:55 pm **ActiveIngreds:** good to know thx RT @JamiMiami: @ActiveIngreds most collections agencies will work off a % - usually btwn 15-25%. #solopr
- 5:55 pm **PlusSizePlum:** RT @KellyeCrane: Q4: Yes, I think it's rarely a good idea to publicly "out" people. Take the high ground whenever possible #solopr
- 5:55 pm **trishlambert:** @PortfolioSC Good point, and my though also. Negative messaging on SM is more of a risk to the sender, I think. #solopr
- 5:56 pm **jpippert:** re Q4 slow payers: @fransteps I've never done it (yet) but what about an upfront percentage? Web designers & similar fields do it. #solopr
- 5:56 pm **KellyeCrane:** No Way! RT @fransteps: Re: slow paying, I left a co who started net 120 for ALL vendors.Net 45 would be awesome in that case #solopr
- 5:56 pm **KellyeCrane:** RT @EvilPRGuy: As tempting as it is, outing a bad client via sm is going to make you look petty and unpro. #solopr
- 5:57 pm **prtoday:** After waiting 45 days for non-payment, I ask if there are problems, it's a tough time, etc., then I suggest termination & it works. #solopr
- 5:57 pm **ggirlthoughtful:** RT @deegospel: I tweet in real time using TweetGrid <http://tweetgrid.com/> getting ready for #solopr
- 5:57 pm **JamiMiami:** @fransteps net 120?!? That's ridiculous. #solopr
- 5:57 pm **KellyeCrane:** @tracybb Yes indeedy it is. :-) #solopr
- 5:57 pm **CommAMMO:** RT @EvilPRGuy: As tempting as it is, outing a bad client via sm is going to make you look petty and unpro. #solopr

- 5:57 pm **CommAMMO:** RT @KellyeCrane: Q4: Yes, I think its rarely a good idea to publicly "out" people. Take the high ground whenever possible #solopr
- 5:57 pm **trishlambert:** I agree. Too risky & SM lives on net a long time RT @EvilPRGuy: Outing a bad client via sm is going to make you look petty and unpro. #solopr
- 5:58 pm **CommAMMO:** Gotta fly, y'all. Thanks for the great info! Cheers and good hunting. #solopr
- 5:58 pm **youplusmeCEO:** been head down all AM - just jumping in to see that my internet was off & I missed #solopr - catching up :)
- 5:58 pm **tracybb:** @evilprguy But outing a bad vendor? #solopr
- 5:58 pm **KellyeCrane:** Would you look at the time. Thanks so much everyone for joining in the chat today. #solopr
- 5:58 pm **fransteps:** @kellyecrane @jpippert Way. And the Co was a Fortune 500. Used as way to mng expenses; improve cash flow. #solopr
- 5:59 pm **KellyeCrane:** Transcript will be posted on <http://soloprpro.com/> within 24 hours, and as always we share via the hashtag all week. #solopr
- 5:59 pm **LScribner:** Q4 it's best to take the high road for sure, wouldn't suggest outing a non-paying client. Playing collection agency is the worst! #solopr
- 5:59 pm **ActiveIngreds:** wow RT @fransteps: @kellyecrane @jpippert Way. And the Co was a Fortune 500. Used as way to mng expenses; improve cash flow. #solopr
- 5:59 pm **dconconi:** Thank you and all the #soloprs RT @KellyeCrane: Would you look at the time. Thanks so much everyone for joining in the chat today. #solopr
- 5:59 pm **joemull:** @EvilPRGuy outing is so Out! #solopr
- 5:59 pm **fransteps:** @jamimiami Re net 120: big vendors can float the loan; solo suppliers have it really rough. #solopr
- 5:59 pm **trishlambert:** Terrible. RT @fransteps: @kellyecrane @jpippert Way. And Co was Fortune 500. Used as way to mng expenses; improve cash flow. #solopr
- 6:00 pm **prtoday:** Re: "outing a deadbeat." Tempted a few times; furthest I got was suggesting a "proxy" to do it on my behalf to shield me. #solopr
- 6:00 pm **KellyeCrane:** If you're new, be sure to also join us on the Solo PR Pros LinkedIn group- <http://bit.ly/Nf4sw> - and Facebook- <http://bit.ly/aObcT3> #solopr
- 6:00 pm **EvilPRGuy:** @tracybb Tough call. I've warned people in private in cases like that, but I'm wary of going public. Things can change in a year. #solopr
- 6:00 pm **ActiveIngreds:** jumping onto a conf call - see you guys next time! special thanks to @KellyeCrane for another fab chat! #solopr
- 6:00 pm **Organic_PR:** Have a call, thanks everyone. Great info as always. #solopr
- 6:00 pm **trishlambert:** Fun time! Bye everyone! C y'all next wk! #solopr
- 6:01 pm **fransteps:** Bye everyone. My brain is smarter thanks to @kellyecrane and #solopr.
- 6:01 pm **CattChat:** RT @fransteps: Way. And the Co was a Fortune 500. Used as way to mng expenses; improve cash flow. #solopr Major time sk 2 splain 2 vendors
- 6:01 pm **EvilPRGuy:** RT @joemull @EvilPRGuy outing is so Out! #solopr (You making the shirts for that one Joe?)
- 6:01 pm **tracybb:** Thanks to you too. RT @KellyeCrane: Would you look at the time. Thanks so much everyone for joining in the chat today. #solopr
- 6:02 pm **schoolmarketer:** Agree -> RT @KellyeCrane: Q4: Yes, I think it's rarely a good idea to publicly "out" people. Take the high ground whenever possible. #solopr
- 6:03 pm **tracybb:** @EvilPRGuy funny u say that outing is bad when there is a shit list on your twitter page! #solopr
- 6:03 pm **EvilPRGuy:** @KellyeCrane This is the only #pr chat that is worth the time. You always have really great questions. Cheers. #solopr
- 6:03 pm **JamiMiami:** @fransteps Yep, that would kill me. #solopr
- 6:04 pm **deegospel:** @KellyeCrane great chat. missed question because of biz call #solopr

- 6:04 pm **CommAMMO:** re net 120 - this is the Walmart-ization of business -- negative working capital. 120 may only be the beginning... #solopr
- 6:04 pm **JamiMiami:** @KellyeCrane Thanks, Kellye! I managed to make it this week bc I put it down as an appt on my calendar! Great chat. #solopr
- 6:05 pm **tracybb:** I'd rather get the money anyway. @KellyeCrane: Q4: Yes, I think it's rarely a good idea to publicly "out" people. Take the high road #solopr
- 6:05 pm **deegospel:** @JamiMiami me, 2. i added the chat into my calendar, too. lol #solopr
- 6:06 pm **CommAMMO:** @KellyeCrane OK, really have to go now. Thanks for this! #solopr
- 6:06 pm **KellyeCrane:** @EvilPRGuy Thanks! Coming from an evil guy, I'm especially flattered. #pr #solopr
- 6:06 pm **deegospel:** i'll read the tweetstream for q4 and responses. Have a great week. Everyone!! #solopr
- 6:07 pm **fransteps:** RT @JamiMiami: @KellyeCrane Thx. I managed to make it this week bc I put it down as an appt on my calendar! Great chat. #solopr Gr8 tip!
- 6:09 pm **deegospel:** q4: i have prepaid legal. used it when i was a contractor years ago. have used the same firm so long they give me favors. #solopr
- 6:10 pm **eSchoolview:** How to use Your Tripod (it?s not as simple as you think!) <http://ht.ly/1MSqF> #prtips #solopr
- 6:25 pm **ryanoburch:** Just dropped in on the #solopr chat. Lots of good info bouncing around. Thanks!
- 6:25 pm **bcockman:** Many thanks to my well wishers, @dconconi @mapivia @deegospel @activeingreds @kellycrane @ryanshell, as I begin my #soloPR journey!
- 6:45 pm **rajean:** Transcript-forgot, silly me! RT @EvilPRGuy @KellyeCrane- the only #pr chat that is worth the time. Always really gr8 questions. #solopr
- 6:46 pm **WorkBarBoston:** Thanks for the love! RT @akenn: In Boston there's co-office space called WorkBar. On Twitter at @WorkBarBoston #solopr
- 6:48 pm **KellyeCrane:** RT @chrystie69: @KellyeCrane Our new policy is we don't sign contracts without a termination notice clause. #solopr
- 6:54 pm **vicdelgui86:** RT @KellyeCrane: RT @chrystie69: @KellyeCrane Our new policy is we don't sign contracts without a termination notice clause. #solopr
- 6:54 pm **rajean:** Can be fun! RT @mikeschaffer Does PR Need a Theme Song? <http://bit.ly/b5eox9> #pr #soloPR #journchat #pr20chat #prsacolo
- 6:55 pm **CommAMMO:** Say, #solopr -- take this quick poll on areas of focus in your business? <http://bit.ly/aeQ9gH> Thanks.
- 6:57 pm **LeliaKate:** I missed the #solopr chat today! Had to go out and buy a washer/dryer from Sears. Who am I?
- 7:18 pm **PRFlipside:** @tracybb from context, i think partnering w/ others to offer a comprehensive service. am i wrong? #solopr
- 7:33 pm **ShannonMarcom:** RT @EvilPRGuy Going 2 court for non-paying clients is a no go (trust me). You can usually write it off as a tax loss. Easier. #solopr
- 7:50 pm **LScribner:** @KellyeCrane Question for next week's #solopr chat. Have you ever been "hosed" by a reporter? If so what did you do?
- 8:04 pm **KellyeCrane:** @LScribner Because I know someone will ask, what do you mean by "hosed" (can DM if you'd like) #solopr
- 8:12 pm **igjenkins:** I'm bummed because I missed #solopr chat today. Enjoyed a great field trip with my son though. Can't wait for this week's transcripts.
- 8:20 pm **Mediaprexpert:** Sir Richard Branson: Publicity is absolutely essential. A Good #PR story is so much more effective than a full page ad, and cheaper #solopr
- 8:38 pm **REVOLUTIONpr:** :) RT @kimkabob: It's up! Pros and cons of running your own business featuring @revolutionpr <http://bit.ly/cAif2n> #solopr #PR #entrepreneur
- 8:39 pm **LeliaKate:** @KellyeCrane Yes, clean clothes are good. But, so is #solopr! ;-)
- 8:52 pm **CommAMMO:** Please. #solopr -- take this quick poll on your business focus? <http://bit.ly/9jkdN1>

9:27 pm **LScribner:** RT @CommAMMO: Please. #solopr -- take this quick poll on your business focus? <http://bit.ly/9jkdN1>

9:28 pm **NoNetTennis:** @karensxim Thought you might be interested in a new collaborative tool, Google Wave. It just opened to public: <http://huff.to/9j3eTh> #solopr

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