

#SoloPR Transcript – 4/18/2012

1. What do you do when a client is late paying?
2. From [@mlaffs](#): How do you promote yourself to your target client base (& appropriate messaging) to avoid problem clients?



[SoloPR Apr 18, 1:54pm via TweetGrid.com](#)

Remember, we keep chatting on the hashtag all week -- transcript will be posted tomorrow. Let us know what we can do to help you! [#solopr](#)



[MarketingMel Apr 18, 1:54pm via TweetDeck](#)

[@SoloPR](#) Glad I could pop in for a few minutes to say Hello to my [#soloPR](#) colleagues. Have a great week!



[SoloPR Apr 18, 1:53pm via TweetGrid.com](#)

Would love to hear your thoughts on this post today: [soloprpro.com/words-matter-e...](#) [#solopr](#)



[jgombita Apr 18, 1:53pm via web](#)

I've known [@prblog](#) for years [@mlaffs](#). Pointed out to him a recent case of [@badpitch](#) MO being stolen c [@melashenhurst](#) [@KristK](#) [#solopr](#)



[mlaffs Apr 18, 1:53pm via TweetDeck](#)

RT [@KristK](#): Learning lessons the hard way (bad clients) can lead to guilt, remorse too. It's my fault type of feelings. [#solopr](#)



[SoloPR](#) Apr 18, 1:52pm via [TweetGrid.com](#)

OK, since we only have a few minutes left, not really time for another Q. Thanks everyone for joining today! [#solopr](#)



[franster23](#) Apr 18, 1:52pm via [TweetDeck](#)

RT [@MarketingMel](#): Very sad news here in the Volunteer state today. Lady Vols head coach Pat Summit is stepping down. [#soloPR](#)



[mlaffs](#) Apr 18, 1:52pm via [TweetDeck](#)

[@KristK](#) and if you don't have experience w/ positive learning environment/successes, it hinders growth [#soloPR](#)



[olgaorda](#) Apr 18, 1:52pm via [HootSuite](#)

[@jgombita](#) yes that's it! [#solopr](#)



[mlaffs](#) Apr 18, 1:51pm via [TweetDeck](#)

[@KristK](#) YES! that is what i'm dealing with [#soloPR](#)



[mlaffs](#) Apr 18, 1:51pm via [TweetDeck](#)

[@jgombita](#) [@prconversations](#) [@melashenhurst](#) check [@badpitch](#) for that too! [@KristK](#) [#soloPR](#)



[3HatsComm](#) Apr 18, 1:51pm via [TweetDeck](#)

@[MarketingMel](#) True - location, location, location [#soloPR](#)



[KristK](#) Apr 18, 1:51pm via [TweetGrid.com](#)

A2: Learning lessons the hard way (bad clients) can lead to guilt, remorse too. It's my fault type of feelings. [#solopr](#)



[SoloPR](#) Apr 18, 1:50pm via [TweetGrid.com](#)

Oops, I got so interested in reading y'all's tweets, I forgot I'm running this chat for a sec! [#solopr](#)



[jgombita](#) Apr 18, 1:50pm via [web](#)

@[olgaorda](#) @[karensxim](#) or simply a type of company (or sector) you hadn't thought of as being an automatically great fit. Geologists [#solopr](#)



[MarketingMel](#) Apr 18, 1:50pm via [TweetDeck](#)

@[3HatsComm](#) @[karensxim](#) I don't know if the best fishing spots are secret. Just think you need to have a good sense about location [#soloPR](#)



[olgaorda](#) Apr 18, 1:50pm via [HootSuite](#)

Yup - new and cool clients outside of regular client list = yes: questionable payment/work structure = no RT @[jgombita](#): @[karensxim](#) [#solopr](#)



[mlaffs](#) Apr 18, 1:49pm via [TweetDeck](#)

@[KellyeCrane](#) the second one is the question i am still learning to be able to identify - so glad to have team [#soloPR](#)'s perspective



[3HatsComm](#) Apr 18, 1:49pm via TweetDeck

I resemble that remark. :) RT @mlaffs: @KellyeCrane yes, but all artsy types are a bit nutty. my radar doesn't skew very "normal" #soloPR



[karenswim](#) Apr 18, 1:49pm via TweetChat

@mlaffs My pleasure! cc @jspepper #soloPR



[jgombita](#) Apr 18, 1:49pm via web

@melashenhurst I should send you all the bad ones I receive (for @prconversations) as fodder on what NOT to do! :-) #soloPR



[fransteps](#) Apr 18, 1:48pm via TweetChat

@JohnBowesPR Ah, yes! Web dev firms would be very telling! #soloPR



[KristK](#) Apr 18, 1:48pm via TweetGrid.com

RT @JohnBowesPR: Sometimes in a roundabout way, I ask who their web dev. was, who set up this/that. Then contact them #soloPR



[mlaffs](#) Apr 18, 1:48pm via TweetDeck

@karenswim @jspepper i am really glad to be a part of this chat and get your feedback today! thank you both #soloPR



[SoloPR](#) Apr 18, 1:47pm via TweetGrid.com

+ your wallet! MT @JohnBowesPR: A bad client is more of a headache than anything else! So weeding them out is key to your own sanity [#solopr](#)



[mlaffs](#) Apr 18, 1:47pm via [TweetDeck](#)

@[KellyeCrane](#) yes, but all artsy types are a bit nutty. my radar doesn't skew very "normal" [#soloPR](#)



[KristK](#) Apr 18, 1:47pm via [TweetGrid.com](#)

@[fransteps](#) Prof svc firms for one can offer insight. If no company will vouch for them or all new to team, could set off alarms [#solopr](#)



[makasha](#) Apr 18, 1:47pm via [TweetChat](#)

RT @[KellyeCrane](#): A2: If theyre acting a little nutty before you sign on the dotted line, chances are that will get worse after. [#solopr](#)



[LoisMarketing](#) Apr 18, 1:46pm via [TweetDeck](#)

@[jennykaypollock](#) Count on me -- I'm here to help as I can! [#soloPR](#)



[JohnBowesPR](#) Apr 18, 1:46pm via [TweetChat](#)

@[fransteps](#) @[KristK](#) @[olgaorda](#) Sometimes in a roundabout way, I ask who their web dev. was, who set up this/that. Then contact them. [#solopr](#)



[KellyeCrane](#) Apr 18, 1:46pm via [TweetDeck](#)

A2: If they're acting a little nutty before you sign on the dotted line, chances are that will get worse after. [#solopr](#)



[mzayfert](#) Apr 18, 1:46pm via web

rt @[KristK](#) A2: Asking for client's references reinforces that the relationship is two-way and collaborative. Not just taking orders. [#solopr](#)



[mlaffs](#) Apr 18, 1:46pm via TweetDeck

@[jspepper](#) well i am so glad i have [#soloPR](#) and people like you to help me figure that out



[jgombita](#) Apr 18, 1:45pm via web

@[melashenhurst](#) I just figured out that I "know" & follow your husband (@[evanashenhurst](#)). Small world, eh? c @[mlaffs](#) @[KristK](#) [#solopr](#)



[mzayfert](#) Apr 18, 1:45pm via web

rt @[LoisMarketing](#) @[jennykaypollock](#) Once you are established with a client, don't hesitate to ask for referrals. :) [#solopr](#)



[CASUDI](#) Apr 18, 1:45pm via TweetDeck

RT @[KellyeCrane](#): A2: Other warning sign: they keep adding stuff to the scope of work you're proposing (or shifting focus). [#solopr](#)



[KellyeCrane](#) Apr 18, 1:44pm via TweetDeck

A2: Other warning sign: they keep adding stuff to the scope of work you're proposing (or shifting focus). [#solopr](#)



[fransteps](#) Apr 18, 1:44pm via TweetChat

A2: What kind of references do you ask for @[KristK](#) @[olgaorda](#)? [#soloPR](#)



[mlaffs](#) Apr 18, 1:44pm via TweetDeck

@[JenniferStumm](#) oh, i've been out on my own for a while - [#soloPR](#) is a twitter chat. getting loads of great advice from the community!



[jgombita](#) Apr 18, 1:44pm via web

@[karenswym](#) what I meant was don't define too closely what your "ideal" client is like, re: closing off new & interesting options [#soloPR](#)



[MarketingMel](#) Apr 18, 1:44pm via TweetDeck

Very sad news here in the Volunteer state today. Lady Vols head coach Pat Summit is stepping down. [#soloPR](#)



[JohnBowesPR](#) Apr 18, 1:44pm via TweetChat

@[olgaorda](#) Absolutely! A bad client is more of a headache than anything else! So weeding them out is key to your own sanity. Haha. [#soloPR](#)



[KristK](#) Apr 18, 1:43pm via TweetGrid.com

A2: Asking for client's references reinforces that the relationship is two-way and collaborative. Not just taking orders. [#soloPR](#)



[LoisMarketing](#) Apr 18, 1:43pm via TweetDeck

@[jennykaypollock](#) Once you are established with a client, don't hesitate to ask for referrals. :) [#solopr](#)



[karenswim](#) Apr 18, 1:43pm via TweetChat

yes! RT @[olgaorda](#): @[JohnBowesPR](#) well said. Screening clients for seriousness takes time but I found it worth it in revenue [#solopr](#)



[SoloPR](#) Apr 18, 1:43pm via TweetGrid.com

Ha! So true RT @[fransteps](#): That means NO Budget! RT @[KellyeCrane](#): A2: If first thing potential client wants to talk is price... [#solopr](#)



[karenswim](#) Apr 18, 1:43pm via TweetChat

@[mlaffs](#) lol! you're precious, send me an email it's my name at gmail :-)
[#solopr](#)



[olgaorda](#) Apr 18, 1:43pm via HootSuite

@[KellyeCrane](#) yup [#solopr](#)



[mlaffs](#) Apr 18, 1:42pm via TweetDeck

@[fransteps](#) @[KellyeCrane](#) good to know, keep them coming! [#soloPR](#)



[olgaorda](#) Apr 18, 1:42pm via HootSuite

@[JohnBowesPR](#) well said. Screening clients for 'seriousness' takes time but I found it worth it in revenue [#solopr](#)



[karens swim](#) Apr 18, 1:42pm via TweetChat

@[jgombita](#) I have more than one client avatar but they're pretty tight and in working with SMBs to develop, it works [#solopr](#)



[fransteps](#) Apr 18, 1:41pm via TweetChat

That means NO Budget! RT @[KellyeCrane](#): A2: If first thing potential client wants to talk is price, that's usually a warning sign. [#solopr](#)



[mlaffs](#) Apr 18, 1:41pm via TweetDeck

@[karens swim](#) [youtube.com/watch?v=KIJM4U...](https://www.youtube.com/watch?v=KIJM4U...) [#soloPR](#)



[SoloPR](#) Apr 18, 1:41pm via TweetGrid.com

Wise! MT @[KristK](#): A2: Ask for ref from potential clients-we need to be careful who we associate with...our name, rep is on line too [#solopr](#)



[3HatsComm](#) Apr 18, 1:41pm via TweetChat

@[KristK](#) Referrals, yes. Lets potential clients know you're kicking their tires right back, sends message you mean business [#solopr](#)



[dariasteigman](#) Apr 18, 1:41pm via TweetDeck

Run, run away. RT @[KellyeCrane](#): A2: If 1st thing potential client wants to talk about is price, that's usually a warning sign. [#solopr](#)



[mlaffs](#) Apr 18, 1:41pm via [TweetDeck](#)

@[melashenhurst](#) @[KristK](#) [#soloPR](#) tell us more about the story, and maybe someone on the chat will be interested in helping



[karensuim](#) Apr 18, 1:41pm via [TweetChat](#)

@[mlaffs](#) You asked, I'll help, see how easy that was :-) [#soloPR](#)



[mlaffs](#) Apr 18, 1:40pm via [TweetDeck](#)

@[melashenhurst](#) @[KristK](#) there are some great PR blogs w/ guidelines - search PR Daily, other industry blogs for best-practice tips [#soloPR](#)



[KellyeCrane](#) Apr 18, 1:40pm via [TweetDeck](#)

A2: If the first thing the potential client wants to talk about is price, that's usually a warning sign. [#soloPR](#)



[mlaffs](#) Apr 18, 1:40pm via [TweetDeck](#)

@[karensuim](#) i do, but have felt hindered by my lack of \$\$ to look for help with these questions [#soloPR](#)



[KristK](#) Apr 18, 1:40pm via [TweetGrid.com](#)

A2: If client can't articulate clear goals, they may blame you for lack of clear results. [#soloPR](#)



[JanetLFalk](#) Apr 18, 1:39pm via [TweetDeck](#)

@[melashenhurst](#) what is the give back product? Link? [#soloPR](#)



[jgombita](#) Apr 18, 1:39pm via web

With broad parametres tho RT [@karensxim](#): A2: Ideal client profile also helps pre-qualify to avoid those who would not be a good fit [#solopr](#)



[makasha](#) Apr 18, 1:39pm via TweetChat

[@KellyeCrane](#) Q2 As others note, referrals are the best way to get biz Participating in [#solopr](#) helps you meet people w/referrals [#solopr](#)



[karensxim](#) Apr 18, 1:39pm via TweetChat

[@mlaffs](#) It depends on the client profile, and if you need help with learning to identify, let me know [#solopr](#)



[karensxim](#) Apr 18, 1:38pm via TweetChat

[@MarketingMel](#) Lol, it's a good analogy! :-) [#solopr](#)



[KristK](#) Apr 18, 1:38pm via TweetGrid.com

A2: Ask for references from potential clients -- we need to be careful who we associate with since our name, rep is on line too [#solopr](#)



[LoisMarketing](#) Apr 18, 1:38pm via TweetDeck

RT [@SoloDovePR](#): A2 Referrals are great [#solopr](#) << They should be your goal.



[melashenhurst](#) Apr 18, 1:38pm via Twitterrific

@mlaffs @KristK #soloPR you ladies are the first to get back to me, My husband and I are launching a new Give back "product" tho not for \$\$



[olgaorda](#) Apr 18, 1:38pm via HootSuite

Joining late but really like this discussion topic [#solopr](#)



[JohnBowesPR](#) Apr 18, 1:38pm via TweetChat

@mlaffs Like to ask fellow biz owners, ask detailed q's about budget, scope, goals. Need to make sure they are committed to project [#solopr](#)



[karensuim](#) Apr 18, 1:38pm via TweetChat

@mlaffs never be afraid to say "no: to client that is not ideal [#solopr](#)



[SoloDovePR](#) Apr 18, 1:38pm via HootSuite

A2 Referrals are great [#solopr](#)



[SoloPR](#) Apr 18, 1:38pm via TweetGrid.com

RT @jennykaypollock: @KellyeCrane Yes - Quality not quantity! [#goodpoint](#) [#solopr](#)



[JanetLFalk](#) Apr 18, 1:37pm via TweetDeck

@mlaffs Client problems arise in the rel-ship. If expectations are clear at pitch and contract, problem can't be anticipated. [#soloPR](#)



[mzayfert](#) Apr 18, 1:37pm via web

RT @[KellyeCrane](#): Q2: As others note, referrals are the best way to get biz. Participating in [#solopr](#) helps you meet people w/referrals!



[SoloPR](#) Apr 18, 1:37pm via TweetGrid.com

RT @[MarketingMel](#): A. 2 Go where the fish are biting. My clients are biz. pro's so I go where they are. [#solopr](#)



[LoisMarketing](#) Apr 18, 1:37pm via TweetDeck

@[jennykaypollock](#) Thank you! It's taken a number of years in the industry and a proven track record. And lots of commitment! [#soloPR](#)



[MarketingMel](#) Apr 18, 1:37pm via TweetDeck

@[karensxim](#) Ha! Looks like we're both into fishing analogies today on [#soloPR](#).



[mlaffs](#) Apr 18, 1:37pm via TweetDeck

@[karensxim](#) what are some criteria that you use to craft the "bait"? [#soloPR](#)



[SoloDovePR](#) Apr 18, 1:37pm via HootSuite

RT @[KellyeCrane](#): Q2: As others note, referrals are the best way to get biz. Participating in [#solopr](#) helps you meet people w/referrals!



[karensxim](#) Apr 18, 1:37pm via TweetChat

A2: Ideal client profile will also help you pre-qualify to avoid those who would not be a good fit or problem [#solopr](#)



[SoloPR Apr 18, 1:37pm via TweetGrid.com](#)

Great tip [@allecreative](#)-don't forget we have a place to submit projects that aren't a fit: [soloprpro.com/find-a-pr-cons...](#) [#solopr](#)



[karensim Apr 18, 1:37pm via TweetChat](#)

A2: Critical to clearly identify your ideal client and develop the right "bait" to catch them [#solopr](#)



[mlaffs Apr 18, 1:36pm via TweetDeck](#)

[@JanetLFalk](#) i'm more concerned w/ how to avoid taking *on* problem clients - i can deal w/ them in social situations [#soloPR](#)



[KristK Apr 18, 1:36pm via TweetGrid.com](#)

A2: Some [#solopr](#) serve as the outside counsel for clients with no PR dept; others support inhouse depts



[MarketingMel Apr 18, 1:36pm via TweetDeck](#)

[@harvest](#) I love you guys! I would def'ly recommend your invoicing/time program to other [#soloPR](#) pro's (and have!)



[jgombita Apr 18, 1:36pm via web](#)

[@mlaffs](#) suspect Van Gogh only selling one painting in his lifetime is the analogy that is being confused with Mozart and music. [#solopr](#)



[LoisMarketing](#) Apr 18, 1:36pm via TweetDeck

If you see them as a "problem prospect" don't pass them on to someone in your network. Just wish them well. Protect your allies. [#soloPR](#) A2



[mlaffs](#) Apr 18, 1:36pm via TweetDeck

@[KellyeCrane](#) great plug, would do it again ;) [#soloPR](#)



[karenschwim](#) Apr 18, 1:36pm via TweetChat

A2: Referrals are not only a great way to attract more ideal clients but have higher close ratio than "cold" prospects [#solopr](#)



[dariasteigman](#) Apr 18, 1:36pm via TweetDeck

Best way to avoid problem clients. RT @[allecreative](#): A2: Don't be afraid to turn down work; don't chase dollars. [#solopr](#)



[MarketingMel](#) Apr 18, 1:36pm via TweetDeck

A. 2 Go where the fish are biting. My clients are biz. pro's so I go where they are. [#soloPR](#)



[mlaffs](#) Apr 18, 1:36pm via TweetDeck

@[JohnBowesPR](#) what are some good questions to ask in the research process? [#soloPR](#)



[3HatsComm](#) Apr 18, 1:35pm via TweetChat

RT @[fransteps](#): A2: Not all clients are equal. Diversity in your client base can bring great rewards. [#solopr](#)



[PitchPenNews](#) Apr 18, 1:35pm via HootSuite

RT @[KellyeCrane](#): Q2: As others note, referrals are the best way to get biz. Participating in [#solopr](#) helps you meet people w/referrals!



[olgaorda](#) Apr 18, 1:35pm via HootSuite

RT @[KellyeCrane](#): Q2: As others note, referrals are the best way to get biz. Participating in [#solopr](#) helps you meet people w/referrals!



[jgombita](#) Apr 18, 1:35pm via web

But Mozart did get paid @[mlaffs](#). Just not enough in relation to his phenomenal talent. c @[joeldon](#)
@[KellyeCrane](#) @[karensim](#) [#solopr](#)



[fransteps](#) Apr 18, 1:35pm via TweetChat

@[jgombita](#) LOVE @[freshbooks](#). Can't live without it. [#solopr](#)



[SoloPR](#) Apr 18, 1:35pm via TweetGrid.com

RT @[allecreative](#): A2: Don't be afraid to turn down work; don't chase \$... [#solopr](#)



[karensim](#) Apr 18, 1:35pm via TweetChat

I love Q2 and do some coaching around this with SMBs! [#solopr](#)



[MarketingMel](#) Apr 18, 1:35pm via TweetDeck

RT @SoloPR: Q2: From @mlaffs: How do you promote yourself to your target client base to avoid problem clients? [#solopr](#)



[JohnBowesPR](#) Apr 18, 1:35pm via TweetChat

A2 Lots of networking with biz community. find it hard to promote only to ideal clients, have to weed a lot of them out via research [#solopr](#)



[KellyeCrane](#) Apr 18, 1:34pm via TweetDeck

Q2: As others note, referrals are the best way to get biz. Participating in [#solopr](#) helps you meet people w/referrals!



[fransteps](#) Apr 18, 1:34pm via TweetChat

A2: Not all clients are equal. Diversity in your client base can bring great rewards. [#solopr](#)



[KristK](#) Apr 18, 1:34pm via TweetGrid.com

A2: Develop a reputation for quality work and your network will refer good clients to you. It's worked for 8 years for me. [#solopr](#)



[MarketingMel](#) Apr 18, 1:34pm via TweetDeck

@jgombita Yes I agree. Sometimes you have to put the red stamp on it! My @harvest program does that. LOVE it! [#soloPR](#)



[JanetL.Falk](#) Apr 18, 1:34pm via TweetDeck

A2 b Hard to duck problem client when likely to meet casually [#soloPR](#)



[mlaffs](#) Apr 18, 1:34pm via TweetDeck

[@jgombita](#) [@joeldon](#) [@KellyeCrane](#) [@karensxim](#) b/c of people like Mozart, it's considered a badge of honor not to get paid in CM [#soloPR](#)



[JanetL.Falk](#) Apr 18, 1:34pm via TweetDeck

A2 Co-launched biz networking group in my NYC neighborhood. Members are sml biz and solos, starting to meet me for pitches. [#soloPR](#) 1 of 2



[jennykaypollock](#) Apr 18, 1:33pm via TweetChat

RT [@makasha](#): Q2 Offer great service to your clients who will refer their friends & colleagues [#solopr](#)



[jgombita](#) Apr 18, 1:33pm via web

Mozart had (court) sponsors [@joeldon](#) [@mlaffs](#). Real problem was marrying so young and having kids [#solopr](#)



[LaKeshaWomack](#) Apr 18, 1:33pm via HootSuite

TY!!! RT [@makasha](#): I had a great time on The [@LaKeshaWomack](#) Show talking abt [#pr](#) & [#branding](#) >> tobtr.com/s/3066551 Time for [#solopr](#)!



[jennykaypollock](#) Apr 18, 1:32pm via web

@[LoisMarketing](#) Referrals only, you are [#lucky](#)! How did you get that set up? [#SoloPR](#)



[KellyeCrane](#) Apr 18, 1:32pm via [TweetDeck](#)

A2: Trying to attract/connect with as many people as possible can actually make a [#solopr](#) pro's job harder. Connect with *the right* people.



[alleccreative](#) Apr 18, 1:32pm via [TweetDeck](#)

A2: Don't be afraid to turn down work; don't chase \$ Have contacts you can refer client to who r outside your desired client scope [#solopr](#)



[KristK](#) Apr 18, 1:32pm via [TweetGrid.com](#)

RT @[SoloPR](#): Q2: How do you promote yourself to your target client base (& appropriate messaging) to avoid problem clients? [#solopr](#)



[makasha](#) Apr 18, 1:32pm via [TweetChat](#)

Q2 Offer great service to your clients who will refer their friends & colleagues [#solopr](#)



[mlaffs](#) Apr 18, 1:32pm via [TweetDeck](#)

RT @[SoloPR](#): Words to live by. :-) RT @[joeldon](#): Don't be like Mozart, get paid in your lifetime. [#solopr](#)



[makasha](#) Apr 18, 1:31pm via [TweetChat](#)

RT @[SoloPR](#) Q2 From @[mlaffs](#) How do you promote yourself to your target client base (& appropriate messaging) to avoid problem clients [#solopr](#)



[mlaffs](#) Apr 18, 1:31pm via TweetDeck

@[KellyeCrane](#) i feel like it would be the answer to Q1, but i have no idea how to do that! [#soloPR](#)



[fransteps](#) Apr 18, 1:31pm via TweetChat

RT @[SoloPR](#): Q2: Fr @[mlaffs](#): How do u promote yourself to ur target client base (& appropriate messaging) to avoid problem clients? [#solopr](#)



[3HatsComm](#) Apr 18, 1:31pm via TweetChat

Q2 that's the \$\$ question, look forward to reading answers [#SoloPR](#)



[SoloPR](#) Apr 18, 1:31pm via TweetGrid.com

Words to live by. :-) RT @[joeldon](#): Don't be like Mozart, get paid in your lifetime. [#solopr](#)



[jgombita](#) Apr 18, 1:31pm via web

@[MarketingMel](#) seriously. I worked w/ accounting professionals from all walks of life (big--huge companies); that's how it is handled [#solopr](#)



[allecreative](#) Apr 18, 1:31pm via TweetDeck

A2: We also set our minimum pricing out on our website to attract clients who fit our niche/price. [#solopr](#)



[makasha](#) Apr 18, 1:31pm via TweetDeck

I had a great time on The @LaKeshaWomack Show talking about #pr and #branding. I will share the link later. Time for #solopr!



[MarketingMel](#) Apr 18, 1:31pm via TweetDeck

@SoloPR Waving back from soggy East Tenn.! #soloPR



[KellyeCrane](#) Apr 18, 1:30pm via TweetDeck

A2: @mlaffs You're wise to think about avoiding problem clients on the front end. That's where it starts! #solopr



[mlaffs](#) Apr 18, 1:30pm via TweetDeck

@joeldon i'd love to learn more about your app - how does it compare to @thrivesolo? #soloPR



[LoisMarketing](#) Apr 18, 1:30pm via TweetDeck

I'm blessed to work on a referral-only basis. In building your business, take time to talk with prospects, insist on retainers. #soloPR A2



[JanetLFalk](#) Apr 18, 1:30pm via TweetDeck

A1 Due to prior late pay client insisted on pre-payment. And then didn't pay #soloPR #irony



[karenswim](#) Apr 18, 1:30pm via TweetChat

+1 RT @joeldon: Dont be like Mozart, get paid in your lifetime. RT @mlaffs: this is the irony of working in classical music in SF #solopr



[allecreative](#) Apr 18, 1:30pm via TweetDeck

A2: Think about key words and target specific industries. Use them in social search, on your blog, status updates, etc. [#solopr](#)



[MarketingMel](#) Apr 18, 1:29pm via TweetDeck

Ha! RT [@jgombita](#): A1. Resend invoice with a big red First Reminder. [#solopr](#)



[mlaffs](#) Apr 18, 1:29pm via TweetDeck

[@joeldon](#) that was awesome :) [#soloPR](#)



[karenswim](#) Apr 18, 1:29pm via TweetChat

[@dariasteigman](#) So true! [#solopr](#)



[SoloPR](#) Apr 18, 1:29pm via TweetGrid.com

[@MarketingMel](#) *waving hello* (belatedly) [#solopr](#)



[joeldon](#) Apr 18, 1:29pm via TweetDeck

Don't be like Mozart, get paid in your lifetime. RT [@mlaffs](#): this is the irony of working in classical music in SF [#soloPR](#)



[jennykaypollock](#) Apr 18, 1:29pm via TweetDeck

RT @joeldon: If you use "age" reasoning, Zuckerberg should be penniless. RT @mlaffs: @karensxim thanks, keep it coming! #soloPR



[mlaffs](#) Apr 18, 1:29pm via TweetDeck

@SoloPR thanks for asking my question! #soloPR



[dariasteigman](#) Apr 18, 1:28pm via TweetDeck

@karensxim At least you know the big co. will pay eventually. I also try to ID a contact in accounting. A lesson learned. :) #solopr



[SoloPR](#) Apr 18, 1:28pm via TweetGrid.com

Q2: From @mlaffs: How do you promote yourself to your target client base (& appropriate messaging) to avoid problem clients? #solopr



[LoisMarketing](#) Apr 18, 1:28pm via TweetDeck

@mlaffs Your work has value. Don't hesitate to ask for timely payments. Expect to be paid promptly and you will be. #solopr



[karensxim](#) Apr 18, 1:28pm via TweetChat

@mlaffs Your confidence will come, and if you need back-up practice with another solo #solopr



[karensxim](#) Apr 18, 1:27pm via TweetChat

@dariasteigman big cos often have ridiculous payment terms but I negotiate it all up front & make sure I have contact in Accounting #solopr



[SoloPR](#) Apr 18, 1:27pm via [TweetGrid.com](#)

Great tips and insights everyone! Q2 is coming up... [#solopr](#)



[karenswim](#) Apr 18, 1:26pm via [TweetChat](#)

yes! RT [@LoisMarketing](#) Your strong confident voice on clients behalf shld translate to strong confident voice in asking for payment [#solopr](#)



[dariasteigman](#) Apr 18, 1:26pm via [TweetDeck](#)

[@karenswim](#) So true. I think diff. b/w small & big cos. Small not paying = move fast. Big = slow moving, & client often can't control [#solopr](#)



[MarketingMel](#) Apr 18, 1:26pm via [TweetDeck](#)

RT [@allecreative](#): A1: We also require 50% upfront before work on projects (and 50% of 1st month retainer for longer contracts) [#solopr](#)



[mlaffs](#) Apr 18, 1:25pm via [TweetDeck](#)

[@joeldon](#) this is the irony of working in classical music in SF - i often feel like there are two different cities [#soloPR](#)



[karenswim](#) Apr 18, 1:25pm via [TweetChat](#)

[@mlaffs](#) No they don't, lol! So you have nothing to apologize for, you're not a volunteer [#solopr](#)



[KristK](#) Apr 18, 1:25pm via [TweetGrid.com](#)

MT @LoisMarketing: Your strong, confident voice on clients' behalf should translate to strong, confident voice in asking for payment [#solopr](#)



[jgombita](#) Apr 18, 1:25pm via web

Do you know @saulcolt (of @freshbooks) @karensxim? If not, consider this an online introduction. [#solopr](#)



[MichaelWillett](#) Apr 18, 1:25pm via web

RT @LoisMarketing Your strong confident voice on clients' behalf should translate to strong confident voice in asking for payment [#solopr](#) A1



[deegospel](#) Apr 18, 1:25pm via TweetGrid.com

a2 @KellyeCrane agreed. i ask for a deposit that is a percentage of the entire service fee upfront with the signed contract [#solopr](#)



[KellyeCrane](#) Apr 18, 1:25pm via TweetDeck

A1: If you've followed up w/an office manager or accounting dept, make sure main contact is aware of situation. They can often fix [#solopr](#)



[KristK](#) Apr 18, 1:25pm via TweetGrid.com

Amen! RT @JanetLFalk: I required payment before starting work. Have not received payment and have not done work [#soloPR](#) [#solopr](#)



[KristK](#) Apr 18, 1:24pm via TweetGrid.com

RT @karensxim: You're a business, and it's an exchange. Your mortgage doesn't come with an apology note :-) [#solopr](#)



[karenskim](#) Apr 18, 1:24pm via TweetChat

[@dariasteigman](#) Agree which is why it's wise to work out terms up front not after you've started work
[#solopr](#)



[jgombita](#) Apr 18, 1:24pm via web

That's why I suggest you think like a "business-like" A/R department of a company [@mlaffs](#). Accounting rules are age-agnostic. [#solopr](#)



[KristK](#) Apr 18, 1:24pm via TweetGrid.com

RT [@allecreative](#): A1: We also require 50% upfront before work on projects (and 50% of 1st retainer for longer contracts) [#solopr](#)



[KellyeCrane](#) Apr 18, 1:24pm via TweetDeck

Yes, good! RT [@JanetLFalk](#): [@KellyeCrane](#) I required payment before starting work. Have not received payment and have not done work [#soloPR](#)



[mlaffs](#) Apr 18, 1:23pm via TweetDeck

[@KellyeCrane](#) [@joeldon](#) [@karenskim](#) how do you "fake" confidence w/o coming across as insecure or too forceful? [#soloPR](#)



[MarketingMel](#) Apr 18, 1:23pm via TweetDeck

RT [@SoloPR](#): Q1: What do you do when a client is late paying? [#solopr](#)



[SoloPR Apr 18, 1:23pm via TweetGrid.com](#)

RT @deegospel: a2 I send them a statement and a note attached to that statement. in the note i have scheduled a 15 minute chat [#solopr](#)



[joeldon Apr 18, 1:23pm via TweetDeck](#)

If you use "age" reasoning, Zuckerberg should be penniless. RT @mlaffs: @karensxim thanks, keep it coming! [#solopr](#)



[karensxim Apr 18, 1:23pm via TweetChat](#)

@mlaffs You're a business, and it's an exchange. Your mortgage doesn't come with an apology note :-)
[#solopr](#)



[KristK Apr 18, 1:23pm via TweetGrid.com](#)

A1: don't approach a late-paying client like you're asking for your allowance. You're a business owner providing a service. [#solopr](#)



[JanetLFalk Apr 18, 1:23pm via TweetDeck](#)

@KellyeCrane I required payment before starting work. Have not received payment and have not done work [#solopr](#)



[dariasteigman Apr 18, 1:23pm via TweetDeck](#)

Your payment schedule is your wish list. You have to be flexible in biz. Not stupid, but not so rigid you're making client cranky. [#solopr](#)



[deegospel](#) Apr 18, 1:23pm via [TweetGrid.com](#)

a1. since payment terms are included in the contract, i remind them. so far hadn't had to use my prepaid legal lady [#solopr](#)



[MarketingMel](#) Apr 18, 1:22pm via [TweetDeck](#)

Hey [#soloPR](#) friends. Popping my head in the door. I've missed you guys but here now.



[LoisMarketing](#) Apr 18, 1:22pm via [TweetDeck](#)

Your strong and confident voice on clients' behalf should translate to strong and confident voice in asking for timely payment [#solopr](#) A1



[KellyeCrane](#) Apr 18, 1:22pm via [TweetDeck](#)

[@mlaffs](#) This is common. I find if you "fake" a bit of confidence, they won't notice your age as much. [#soloPR](#)



[mlaffs](#) Apr 18, 1:22pm via [TweetDeck](#)

[@joeldon](#) [@karensxim](#) thanks, keep it coming! [#soloPR](#) [#minitherapysesh](#)



[karensxim](#) Apr 18, 1:22pm via [TweetChat](#)

[@jgombita](#) I love [@freshbooks](#)! They have been great for my business! [#solopr](#)



[joeldon](#) Apr 18, 1:22pm via [TweetDeck](#)

Forget the age thing, business is business, a contract is a contract. @mlaffs:...i feel insecure b/c of my age, #soloPR



[deegospel](#) Apr 18, 1:21pm via [TweetGrid.com](#)

a1 I use FreshBooks, too [#soloPR](#)



[KellyeCrane](#) Apr 18, 1:21pm via [TweetDeck](#)

A1: Good point @JanetLFalk- if you require a payment before starting work, actually wait for that payment. [#soloPR](#)



[karenswim](#) Apr 18, 1:21pm via [TweetChat](#)

@mlaffs never be afraid to ask to be paid for work you've done! [#soloPR](#)



[LoisMarketing](#) Apr 18, 1:21pm via [TweetDeck](#)

First late payment can signal something -- financial problems in company, dissatisfaction with services. It's time to chat! [#soloPR](#) A1



[fransteps](#) Apr 18, 1:21pm via [TweetChat](#)

A1: Of course, half the battle is putting payment terms in your contract, so your client agrees to them upfront! [#soloPR](#)



[deegospel](#) Apr 18, 1:21pm via [TweetGrid.com](#)

a2 I send them a statement and a note attached to that statement. in the note i have scheduled a 15 minute chat [#soloPR](#)



[JanetLFalk](#) Apr 18, 1:21pm via TweetDeck

@[KellyeCrane](#) with caller ID, easy to duck the call. [#soloPR](#)



[dariasteigman](#) Apr 18, 1:21pm via TweetDeck

@[KristK](#) Co. ultimately filed for bankruptcy. Lots of contractors weren't getting paid, but still stuck w/ them. Why, I don't know. [#soloPR](#)



[jgombita](#) Apr 18, 1:21pm via web

Good to see @[karenskim](#) Shop Canadian with @[freshbooks](#) c @[mlaffs](#) @[fransteps](#) (was at a party w/ a tech staffer quite recently). [#soloPR](#)



[allecreative](#) Apr 18, 1:20pm via web

A1: Just had this happen. Sent reminder then late fee. Then notice that we would stop working until payment received in full [#soloPR](#)



[mlaffs](#) Apr 18, 1:20pm via TweetDeck

@[JanetLFalk](#) i'd love to connect offline and learn more about your work in NYC [#soloPR](#)



[karenskim](#) Apr 18, 1:20pm via TweetChat

RT @[KellyeCrane](#): As a final, last resort, once had 2 threaten 2 turn invoice over 2 lawyer did not have said lawyer. :-) It worked [#soloPR](#)



[deegospel](#) Apr 18, 1:20pm via TweetGrid.com

joining late [#solopr](#)



[SoloPR Apr 18, 1:20pm via TweetGrid.com](#)

RT @joeldon: A1: helpful to determine if tardy check is "creative" accounting, paperwork shuffle or ... intentional [#solopr](#)



[mlaffs Apr 18, 1:20pm via TweetDeck](#)

@[KellyeCrane](#) i have a hard time being firm with clients - i feel insecure b/c of my age, am in a field where youth is not privileged [#solopr](#)



[SoloPR Apr 18, 1:19pm via TweetGrid.com](#)

MT @[KristK](#): A1 Don't become a bank for your clients, w/a line of credit. Require pre-payment for big expenses or arrange dir payment [#solopr](#)



[LoisMarketing Apr 18, 1:19pm via TweetDeck](#)

I am grateful that I have not had a client account go past due -- but if it happened, I'd pick up phone within first week. [#solopr](#) A1



[dariasteigman Apr 18, 1:19pm via TweetDeck](#)

@[fransteps](#) THAT option is always in my arsenal. :) [#solopr](#)



[karenswim Apr 18, 1:19pm via TweetChat](#)

@[KellyeCrane](#) Exactly! Even if it's just a colleague helping you out it works like a charm :-)) [#solopr](#)



[3HatsComm](#) Apr 18, 1:19pm via TweetChat

I do this for most OOP, liking printing. RT @[KristK](#): A1: Require pre-payment for big expenses or arrange for direct payment [#solopr](#)



[mlaffs](#) Apr 18, 1:19pm via TweetDeck

@[snouraini](#) i wonder what would happen if you and @[KellyeCrane](#) combined [#soloPR](#) with [#socialagency](#)



[KristK](#) Apr 18, 1:19pm via TweetGrid.com

@[dariasteigman](#) Happened in an agency I worked with, years ago. Witnessed the headache and heartache. [#solopr](#)



[JanetLFalk](#) Apr 18, 1:19pm via TweetDeck

A1 Current solo PR client promised prepayment 7 weeks ago. 3 EM, check is in the mail. Interim correspondence. so not dead yet. [#soloPR](#)



[MichaelWillett](#) Apr 18, 1:19pm via TweetDeck

RT @[KellyeCrane](#): RT @[SoloPR](#): It's time for this week's [#soloPR](#) chat for independent pros in PR and related fields (and those who want to learn more about it)



[KellyeCrane](#) Apr 18, 1:18pm via TweetDeck

A1: As a final, last resort, I once had to threaten to turn an invoice over to my lawyer. I did not have said lawyer. :-) It worked [#solopr](#)



[skullsflying](#) Apr 18, 1:18pm via Twitterfall

Great idea. RT [@karensxim](#): A1: Automate your processes so that reminders are sent out after x number of days [#solopr](#)



[LoisMarketing](#) Apr 18, 1:18pm via TweetDeck

Half sun - half gray here. Hi all! [#solopr](#)



[mlaffs](#) Apr 18, 1:18pm via TweetDeck

[@karensxim](#) [@fransteps](#) i'm always afraid that i have no \$\$ for software/tools [#soloPR](#)



[KellyeCrane](#) Apr 18, 1:18pm via TweetDeck

A1: [@karensxim](#) raises a great point. Often, your accountant/bookkeeper will make the calls for you, to keep your rel cleaner [#solopr](#)



[3HatsComm](#) Apr 18, 1:17pm via TweetChat

RT [@dariasteigman](#): [@KristK](#) Exactly. Thats why I dont nag immediately. My client relship has to survive cos slow payment process. [#solopr](#)



[KristK](#) Apr 18, 1:17pm via TweetGrid.com

A1: Don't become a bank for your clients, with a line of credit. Require pre-payment for big expenses or arrange for direct payment [#solopr](#)



[LoisMarketing](#) Apr 18, 1:17pm via TweetGrid.com

RT @SoloPR: Good tip! RT @karensxim: A1: Automate your processes so that reminders are sent out after x number of days [#solopr](#)



[fransteps](#) Apr 18, 1:17pm via TweetChat

@[dariasteigman](#) OR you could bang head on desk, like last week! [#solopr](#)



[JanetLFalk](#) Apr 18, 1:17pm via TweetDeck

NYC PR pro for Wall Street, law firms, small biz and nonprofits. Also subcontract. [#soloPR](#)



[karensxim](#) Apr 18, 1:17pm via TweetChat

@[mlaffs](#) I use @[freshbooks](#) for invoicing and I just set it up in the system cc @[fransteps](#) [#solopr](#)



[dariasteigman](#) Apr 18, 1:17pm via TweetDeck

@[KristK](#) Had that happen. I always got payment, but the time frame keep elongating. Finally I stopped working for them. [#solopr](#)



[joeldon](#) Apr 18, 1:17pm via TweetDeck

A1: helpful to determine if tardy check is "creative" accounting, paperwork shuffle or ... intentional. [#solopr](#)



[thefriendraiser](#) Apr 18, 1:16pm via TweetGrid.com

RT @SoloPR: Good tip! RT @karensxim: A1: Automate your processes so that reminders are sent out after x number of days [#solopr](#)



[dariasteigman](#) Apr 18, 1:16pm via TweetDeck

BIG alarms. RT @[KristK](#): A1: Alarms should sound if same client gets later and later or begins to make partial payments. [#solopr](#)



[KellyeCrane](#) Apr 18, 1:16pm via TweetDeck

A1: I was a subcontractor to an agency that ended up going out of biz. But good news: I've never not been paid for my work. [#solopr](#)



[karenschwim](#) Apr 18, 1:16pm via TweetChat

A1: I've also helped fellow solos by being their "A/R dept" and making those tough calls on their behalf [#solopr](#)



[mlaffs](#) Apr 18, 1:16pm via TweetDeck

@[karenschwim](#) @[fransteps](#) do you use a calendar system for your reminders? [#soloPR](#)



[dariasteigman](#) Apr 18, 1:16pm via TweetDeck

@[KristK](#) Exactly. That's why I don't nag immediately. My client rel'ship has to survive co's slow payment process. [#solopr](#)



[KellyeCrane](#) Apr 18, 1:15pm via TweetDeck

A1: Don't forget the phone! Sometimes a quick, polite call is all that's needed to be a squeaky wheel. [#solopr](#)



[jgombita](#) Apr 18, 1:14pm via web

A1. Think like the A/R part of a company's accounting dep't. Business-like but no nonsense. (Going against crowd methinks.) [#solopr](#)



[karens swim](#) Apr 18, 1:14pm via TweetChat

@[fransteps](#) me too, takes me out of the process and works like a charm [#solopr](#)



[karens swim](#) Apr 18, 1:14pm via TweetChat

RT @[KellyeCrane](#): If youre getting the run around for weeks on end, tell them youll have to stop work if you dont receive.(edited) [#solopr](#)



[fransteps](#) Apr 18, 1:13pm via TweetChat

@[jennykaypollock](#) Welcome! [#solopr](#)



[SoloPR](#) Apr 18, 1:13pm via TweetGrid.com

MT @[KristK](#): A1: Treat late-paying client with respect/courtesy. Use as opp to build rel, understand their biz. Don't assume worst [#solopr](#)



[fransteps](#) Apr 18, 1:13pm via TweetChat

Yes! I set a 15 day reminder. RT @[karens swim](#): A1: Automate your processes so that reminders are sent out after x number of days [#solopr](#)



[SoloPR](#) Apr 18, 1:13pm via TweetGrid.com

Good tip! RT @[karensxim](#): A1: Automate your processes so that reminders are sent out after x number of days [#solopr](#)



[KristK](#) Apr 18, 1:13pm via [TweetGrid.com](#)

A1: Alarms should sound if same client gets later and later or begins to make partial payments. [#solopr](#)



[mlaffs](#) Apr 18, 1:13pm via [TweetDeck](#)

@[KristK](#) this is great! +1 [#soloPR](#)



[jennykaypollock](#) Apr 18, 1:12pm via [web](#)

@[SoloPR](#) I am joining [#solopr](#) chat for the first time! Recent graduate of @[MNSUMankato](#) with a BS in Mass Communications emphasis on [#PR](#)



[KellyeCrane](#) Apr 18, 1:12pm via [TweetDeck](#)

A1: If you're getting the run around for weeks on end, you may need to tell them you'll have to stop work if you don't receive. [#solopr](#)



[KristK](#) Apr 18, 1:12pm via [TweetGrid.com](#)

RT @[jennykaypollock](#): A1: A kind reminder will do unless it it a chronic issue. If it happens a lot, suggest payment upfront [#solopr](#)



[jgombita](#) Apr 18, 1:12pm via [web](#)

A1. Resend invoice with a big red First Reminder. [#solopr](#)



[karenswim](#) Apr 18, 1:11pm via TweetChat

A1: Automate your processes so that reminders are sent out after x number of days [#solopr](#)



[KristK](#) Apr 18, 1:11pm via TweetGrid.com

A1: Treat late-paying client with respect and courtesy. Use as opp to build relationship, understand their biz. Don't assume worst [#solopr](#)



[dariasteigman](#) Apr 18, 1:11pm via TweetDeck

@[mdbarber](#) [~waving hello~]. Prep well. We'll miss you. [#solopr](#)



[3HatsComm](#) Apr 18, 1:10pm via TweetChat

A1 Send polite late notice; if goes past 30, 60 days then follow your contract which should have provisions for late fees. [#solopr](#)



[mdbarber](#) Apr 18, 1:10pm via Twitter for Mac

Wish I could join you guys today. Interviews for client project this morning; prep now. Enjoy! Have a good week. [#solopr](#)



[jennykaypollock](#) Apr 18, 1:10pm via web

A1: A kind reminder will do unless it it a chronic issue. If it happens a lot with the same client suggest payment upfront. [#solopr](#)



[dariasteigman](#) Apr 18, 1:10pm via TweetDeck

A1: I wait 2 wks b/f I ask client to check. It's often out of their control. I won't add 1 to their to-do list if check's in mail. [#solopr](#)



[SoloPR Apr 18, 1:10pm via TweetGrid.com](#)

Hi everyone - sounds like a lot of gray days going on out there. Fortunately we have [#solopr](#) to cheer us up! :-)



[fransteps Apr 18, 1:10pm via TweetChat](#)

A1: Be aware of your pipeline. My acctng program lets me know when client logs in, views invoice, etc. [#solopr](#)



[joeldon Apr 18, 1:10pm via TweetDeck](#)

A1: If you let it slide or hope for the best, you'll probably implement a different approach. [#solopr](#)



[KristK Apr 18, 1:10pm via TweetGrid.com](#)

A1: Lucky that it happens rarely to me, but first step is to confirm they recd the invoice and ask if they have Qs about it. [#solopr](#)



[KellyeCrane Apr 18, 1:09pm via TweetDeck](#)

A1: Ask when you can expect payment. If you haven't seen it by that date, follow-up again. [#solopr](#)



[karenswim Apr 18, 1:09pm via TweetChat](#)

Good afternoon everyone! A little tardy but glad to be here! [#solopr](#)



[KellyeCrane](#) Apr 18, 1:09pm via TweetDeck

A1: If a client is late, follow-up immediately. Be kind in the initial communications - could just be an oversight/mistake. [#solopr](#)



[3HatsComm](#) Apr 18, 1:09pm via TweetDeck

@[SoloPR](#) Sometimes I toggle from Tweetchat to Tweetdeck to iPad, see if it's any faster. [#soloPR](#)



[fransteps](#) Apr 18, 1:09pm via TweetChat

RT @[SoloPR](#): Q1: What do you do when a client is late paying? [#solopr](#)



[fransteps](#) Apr 18, 1:08pm via TweetChat

Screeech! Just arrived. Fran in Sunny San Antonio, TX....ready to learn. Hi all! [#solopr](#)



[dariasteigman](#) Apr 18, 1:08pm via TweetDeck

Great Q. RT @[SoloPR](#): Q1: What do you do when a client is late paying? [#solopr](#)



[dariasteigman](#) Apr 18, 1:08pm via TweetDeck

Counting on the [#solopr](#) crew to brighten up an otherwise gray, drizzly day.



[SoloPR](#) Apr 18, 1:08pm via TweetGrid.com

@[3HatsComm](#) I see Twitter is being a little blah/soggy today, as well (it's moving slowly...) [#soloPR](#)
[#solopr](#)



[KellyeCrane](#) Apr 18, 1:07pm via [TweetDeck](#)

RT @[SoloPR](#): Q1: What do you do when a client is late paying? [#soloPR](#)



[KristK](#) Apr 18, 1:07pm via [TweetGrid.com](#)

RT @[SoloPR](#): Q1: What do you do when a client is late paying? [#soloPR](#)



[KristK](#) Apr 18, 1:07pm via [TweetGrid.com](#)

Hello everyone, I'm Kristie (22 years exp, 8 as indy, APR and PR prof based on MS Gulf Coast) [#soloPR](#)



[mlaffs](#) Apr 18, 1:07pm via [TweetDeck](#)

@[melashenhurst](#) did you get answers to your press release question? [#soloPR](#)



[SoloPR](#) Apr 18, 1:06pm via [TweetGrid.com](#)

Q1: What do you do when a client is late paying? [#soloPR](#)



[3HatsComm](#) Apr 18, 1:06pm via [TweetDeck](#)

Joining [#soloPR](#) on a blah, soggy day in Atlanta.



[SoloPR](#) Apr 18, 1:05pm via [TweetGrid.com](#)

Welcome everyone- Q1 is up next... [#soloPR](#)



[SoloPR](#) Apr 18, 1:05pm via [TweetGrid.com](#)

@[mlaffs](#) Hi! Welcome- glad you could make it. [#solopr](#)



[SoloPR](#) Apr 18, 1:04pm via [TweetGrid.com](#)

Anyone from [#PRCA12](#) able to join us today? Had fun meeting you all this week! [#solopr](#)



[mlaffs](#) Apr 18, 1:03pm via [TweetDeck](#)

Diving into [#soloPR](#) (@[marcymarcy](#), I apologize in advance!) Classical music PR, social media, branding based in San Francisco



[SoloPR](#) Apr 18, 1:03pm via [TweetGrid.com](#)

If you have [#solopr](#) Qs you'd like us to discuss, please @[KellyeCrane](#) without the hashtag (or DM), and we'll add them to the list!



[KellyeCrane](#) Apr 18, 1:02pm via [TweetDeck](#)

RT @[SoloPR](#): It's time for this week's [#soloPR](#) chat for independent pros in PR and related fields (and those who want to learn more about it)



[SoloPR](#) Apr 18, 1:02pm via [TweetGrid.com](#)

If you're joining, please introduce yourself. This is @[KellyeCrane](#) moderating, Atlanta-based blogger at [soloprpro.com](#) [#solopr](#)



[SoloPR](#) Apr 18, 1:01pm via [TweetGrid.com](#)

It's time for this week's [#soloPR](#) chat for independent pros in PR and related fields (and those who want to learn more about it). [#soloPR](#)