

CODE YOUR WAY TO \$5K

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INVENT WITH CODE

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INTRODUCTION

Have you ever wondered how you could use your web development skills to make money right now?

Many people think they have to take years to learn everything before they can seek employment. That belief is understandable, especially when you see businesses requesting 3-5 years of experience or more in their job advertisements. The truth is, you can start earning money today while developing your coding skills with zero experience.

I'm sure you're tired of other material telling you to go onto Fiverr and complete 20 jobs at \$5 a gig to make \$100. The math obviously makes sense, but no one has time for that because your time is precious. Instead, this guide will show you how you can do **1 job** charging a fixed price of \$100, \$500, \$1K, \$2.5K, and \$5K.

Once you become aware of how to price certain projects and get the hang of completing them on schedule successfully, you can then rinse and repeat this process however many times you would like. For example, each month you may choose to take on four smaller projects at \$1000 each or one large \$5K project. It simply comes down to your availability, what you are comfortable handling, and what your goals are (financial, career development, etc.). This guide will show you how you can make money on your own terms without settling for less than you deserve.

So how can you start coding your way to \$5K?

One word.

Freelancing.

According to the [largest independent workforce survey](#), commissioned by Upwork and Freelancers Union, "The freelance workforce grew from 53 million in 2014 to 55 million in 2016 and currently represents 35% of the U.S. workforce." With the evolution of technology, it is becoming even easier to start and find freelancing work.

How would your life be different if you had extra money, a better portfolio, and a better work-life balance?

The only thing that you need to get started as a freelance developer is a computer, an Internet connection, and this workbook.

This book is written for people who want to earn more now, gain experience today, and live the life they desire as a freelance developer. The Code Your Way To \$5K is a 5-step process that will help you increase your earnings in web development, even if you don't have a college degree or experience. This plan will show you the exact type of projects you can work on, how to find clients, and what to charge for your services.

Code Your Way To \$5K lays out the exact roadmap for you to follow, so that you know what to focus on now, what milestone to pursue next, and where to go from here once you've completed the workbook.

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Each of the 5 milestones in this book are written independent of each other. You can read the book from end to end to get an overview of the described earning strategies; however, each milestone contains projects that are more complex than the previous milestone. Make sure to reflect on your skills, assess your performance, and determine what you're comfortable handling before tackling a later milestone.

You now have a choice. You can either doubt yourself and continue settling for less than you what you deserve. Or, you can take massive action and code your way to the life you always wanted for yourself and your family. You can skim through this book as if it's just another blueprint or you can use it as a workbook where you fully commit yourself to taking action. The choice is yours.

You already know that the time is now to become a freelance developer. Start saying YES to yourself by reading on and completing the first milestone of the workbook.

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MILESTONE 1: Earn \$100

Once you learn HTML and CSS (and maybe some PHP), you have the minimum web development skills necessary to start making money. Let's begin with the first milestone and challenge of earning \$100.

The types of projects that are worth charging \$100 for include:

- Creating a website for a friend or family member
- Updating a local business website
- Creating WordPress Themes
- Debugging and correcting code
- Quality Assurance testing

In addition to finding work via word-of-mouth, you can also find work on [Upwork](#), the world's largest online workplace where businesses and professional freelancers connect and collaborate remotely. Or, you can sell your own themes on [Theme Forest](#), the #1 marketplace for website templates.

Real Examples

On Theme Forest, designers and developers sell their own themes starting at \$100.

 DREAMSCAPE   	Dreamscape Photography - A Responsive WordPress Photography Blog Theme gljivec	in Wordpress / Creative / Photography High Resolution: Yes, Widget Ready: Yes, Compatible Browsers: IE11, Firefox, Safari, Opera, Chrome, Edge, Compatible With: WPML, Software Version: WordPress 4.8.x, WordPress 4.7.x, WordPress 4.6.1, WordPress 4.6, Columns: 1	\$105  4 ratings  66 Sales
 GORDON PREMIUM   	GORDON - Smart Multi-Purpose WordPress Theme Orangeldea	in Wordpress / Corporate / Business High Resolution: Yes, Widget Ready: Yes, Compatible Browsers: IE9, IE10, IE11, Firefox, Safari, Opera, Chrome, Edge, Compatible With: WPML, WooCommerce 2.5, WooCommerce 2.4.x, WooCommerce 2.3.x, Visual Composer 4.11.2.1, Visual Composer 4.9.x, Bootstrap 3.x, Bootstrap 2.3.x, Software Version: WordPress 4.7.x, WordPress 4.6.1, WordPress 4.6, WordPress 4.5.x, WordPress 4.5.2, WordPress 4.5.1, WordPress 4.5, Columns: 4+	\$110  3 ratings  68 Sales

With at least 60 purchases of their themes, these authors have earned \$6K+ over time.

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Looking on Upwork for web development job postings with a budget of \$100, a company is looking for a developer to create a single page WordPress site for them.

Web Development Posted 1 day ago

 **Fixed Price**  **\$100**
Budget

\$\$ Intermediate Level
I am looking for a mix of experience and value

Details

Looking to have a nice single page website built in WordPress and design done. We only have logo and text content. I have posted a \$100 budget but give us your best offer.

Thanks

This job was posted from a mobile device, so please pardon any typos or any missing details.

Other Skills: **WordPress**

But are freelance developers actually earning \$100 on Upwork?

Take **Archie M**, who earned \$100 fixing a bug in a web app API.



Archie M. \$55.00 /hr

Expert Developer, Designer, SEO & eCommerce Consultant

 Brooklyn, United States - 5:02pm local time

PHP ✓ **WordPress** ✓ **Magento** ✓

Ecommerce Platform Development ✓ **HTML5** ✓

Search Engine Optimization (SEO) ✓ **Joomla**

MySQL Administration **CSS3** ✓ **CSS** ✓

Fix a bug on a photo web app API \$100.00 earned

Jul 2017 Fixed Price

★★★★★ 5.00

Super fast response & Job well done. Very skilled & experienced developer. Would hire him again.

Or, **Yoandro Gonzalez** who earned over a \$100 by creating and updating landing pages for businesses.



Yoandro Gonzalez V. \$50.00 /hr

Senior Web/Software/App Developer

📍 Miami, United States - 5:20pm local time

API Development Web Programming PHP ✓

MySQL Administration ✓ JavaScript ✓

[more](#)

Landing page required for lead generation \$175.00 earned

May 2016 Fixed Price

★★★★★ 5.00

Working with Yoandro was extremely easy. Kept me well informed throughout the project and ensure I was happy with all aspects of the site. He has a great technical understanding, combined with a knack for smooth user experience and does follow instructions blindly, but asks relevant questions to ensure best quality product is produced. I would most definitely recommend - his CV speaks for itself.

Now it's your turn!

I challenge you to find 5 opportunities that enable you to earn \$100 given the skills you currently have.

Will you sell themes on Theme Forest?

Which job posts will you apply to on Upwork?

Which family member, friend, or business will you create a web page for?

Once you've earned your first \$100, move onto milestone 2.

MILESTONE 2: Earn \$500

Congratulations on earning your first \$100!

While working on your side projects, you have also continued developing your web development skills. Using your new superpowers, let's begin with the second milestone and challenge of earning \$500.

The types of projects that are worth charging \$500 for include:

- Build a website with multiple pages
- Redesigning a website
- Transitioning a simple website to the WordPress platform
- Integrating services and APIs into websites

Real examples

Freelance developer, Kate S., used her web development skills to redesign a website for \$500. The client had originally created their website themselves on Wix.com; however, the client didn't have much traffic and didn't have any sales. The client was looking for a developer to review it and propose ideas of how their site could be redesigned to make it more attractive to customers and generate more sales.



Kate S. \$85.00 /hr

Web Consultant - WordPress website designer / developer

📍 Acworth, United States - 4:55pm local time

WordPress Website Development Web Design Landing Pages

HTML CSS **Frontend Development** Project Management

Business Analysis Responsive Web Design

I need someone to revamp my website \$500.00 earned

Aug 2017 Fixed Price

★★★★★ 5.00

It was a pleasure working with Kate. I needed revamping of my website that I had created myself. She was extremely attentive to my needs and finished the project on time as promised.

Harold R. earned \$500 by integrating HubSpot's API with a 3rd party API for a client.



Harold R. \$230.00 /hr

Web Application Developer

📍 Pompano Beach, United States - 6:20pm local time

JavaScript ✓ HTML5 React.js Node.js Meteor HubSpot

Backbone.js jQuery PHP Jenkins

Hubspot API integration **3 hours**

Nov 2015 - Jan 2016 \$200.00 / hr

★★★★★ 5.00 **\$500.00** earned

Harold was great he knows his stuff. Knocked out the project quickly and efficiently.

Web developer, Bryan M., earned over \$500 by building a website that solved a particular need for a client. The project he completed was fairly straightforward. The site needed to pull from a sports API (like ESPN) and simply populate a basic HTML site that's says either "Yes" or "No" depending upon whether the Kansas City Royals turned a double play in a game on the previous day. According to the client, "The entire site will just be a static HTML site except for the Yes/No text."



Bryan M. \$73.00 /hr

Senior web developer - PHP / Laravel, JS, front and back end (NYC)

📍 New York, United States - 6:27pm local time

PHP ✓ JavaScript ✓ Database Design Database Programming

Laravel Framework WordPress Website Development

Elasticsearch Ecommerce Platform Development

Object Oriented Programming (OOP)

Build the website that answers "did my team..." \$550.00 earned

Jun 2017 - Jul 2017 Fixed Price

★★★★★ 4.70

Working with Bryan was good. He successfully understood our goals and helped us achieve them.

Now it's your turn!

I challenge you to find 5 opportunities that enable you to earn \$500 given the skills you currently have.

Will you redesign a website?

Will you build a custom website for a client?

Will you take on a project to integrate services and APIs into existing websites?

Once you've earned your first \$500, move onto milestone 3.

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MILESTONE 3: Earn \$1,000

Congratulations on earning your first \$500!

You're beginning to take on more complex work and you're building your portfolio with real-world projects – all while sharpening your web development skills!

Now it's time to enter into the big league of freelance developers.

Let's begin with the third milestone and challenge of earning \$1,000.

The types of projects that are worth charging \$1,000 for include:

- Transitioning a large site to a WordPress platform
- Adding interaction to an existing site
- Building a site with multiple pages
- Developing an interactive site from scratch
- Designing premium WordPress Themes

Real Examples

For \$1,100, Anshu and his developer completed a website for a client that was partially built out while also incorporating graphics into the site.

	SysAlgo LLC Expert in Web and Mobile App Development- PHP, WordPress, Android, IOS Fairfax, United States (UTC-05:00)	\$12.00 - \$15.00 /hr 91% Job Success TOP RATED
June 2017 - July 2017	Finish design of website on Squarespace Member: Anshu K. ★★★★★ 4.55 <i>Anshu and his team in Calcutta did an excellent job of realizing my design for my website on Squarespace. They had all the skills and tools necessary to get it done right, and they patiently persevered in responding to my very exacting feedback to create a site that looks beautiful and functions effectively. And the price was a fraction of what it would have cost in the US. I did find the time difference frustrating at times, but this was a minor factor in an overall extremely positive experience. I recommend their work highly.</i>	\$1,100.00 earned Fixed Price

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For a fixed price of \$1,500, someone was looking for a developer to build out a website with multiple pages, totaling 10 pages in all. What would you do with \$1,500?

Web Development Posted 1 day ago

 **Fixed Price**  **\$1,500**
Budget **\$\$\$ Expert Level**
I am willing to pay higher rates for the most experienced freelancers

Details

Price is negotiable

We are looking for a design to put together a website that includes the following pages:

- home page
- info and about
- services
- a page that links to a database for collect client information
- an event calendar
- picture page
- contact page
- FAQ
- testimonials
- privacy policy

Please email us at (email address removed). Include previous work.

Thank you

Archie M. and Kate S. have also earned \$1K migrating and building custom websites, respectively:

Migrating WIX website to Wordpress

\$1,000.00 earned

Mar 2017 - May 2017

Fixed Price

★★★★★ 5.00

Archie is great to work with! Spot on on everything!

Web Design/Development for Interactive Timeline on WordPress Site

15 hours

Feb 2017 - Mar 2017

\$85.00 / hr

\$1,275.00 earned

★★★★★ 5.00

Kate was awesome! Clear and concise communication. Fast, quality work. Highly recommend!

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Lastly, developers have built premium WordPress themes and are selling them at a grand a piece.

 MULTI-AUTHOR BLOG   	BlogU Multi-Author Magazine with Front-end User Page uouapps	in Wordpress / Blog Magazine Widget Ready: Yes, Compatible Browsers: IE10, IE11, Firefox, Safari, Opera, Chrome, Edge, Compatible With: Visual Composer 4.11.2.1, Software Version: WordPress 4.5, WordPress 4.4.2, WordPress 4.4.1, WordPress 4.4, WordPress 4.3.1, WordPress 4.3, WordPress 4.2, WordPress 4.1, WordPress 4.0, Columns: 4+	\$999  25 Sales
 WordPress Creative Zodiac   	Creative Zodiac - Portfolio & Blog Wordpress Theme FRESHFACE	in Wordpress / Creative / Portfolio High Resolution: No, Widget Ready: No, Compatible Browsers: IE7, IE8, IE9, Firefox, Safari, Opera, Chrome, Software Version: WordPress 3.3, Columns: 1	\$1000  187 ratings  795 Sales

For 795 sales, that's a running total of \$795,000!

25 sales for approximately \$25K isn't too shabby either!!

Now it's your turn!

I challenge you to find 5 opportunities that enable you to earn \$1,000 given the skills you currently have.

Will you transition a large site to a WordPress platform?

Will you add interaction to an existing site?

Will you build a site with multiple pages?

Or, will you design premium WordPress Themes?

Once you've earned your first \$1K, move onto milestone 4.

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MILESTONE 4: Earn \$2,500

Congratulations on earning your first \$1000!

Your confidence is much higher and your wallet is much fatter than when you first started.

You're learning more advanced web development concepts throughout your journey, so now it's time to take on more advanced projects.

Let's begin with the fourth milestone and challenge of earning \$2,500.

The types of projects that are worth charging \$2500 for include:

- Create a custom WordPress site
- Building a custom JS app from scratch
- Assisting a SW developer in building a web app
- Adapting an existing website to be mobile friendly
- Build a custom HTML5-based app

Real Examples

Freelance developer, Jim C., took an existing website and rebuilt it on the WordPress platform for \$2.5K.

The project consisted of:

1. Scraping and migration of all the articles from the old site.
2. Mirroring the design of our current site.
3. Creating a URL redirect list to all the new articles.
4. Recreate basic feature of the old site such as forms and menu drop down.
5. Ensuring it was also a mobile friendly site



Jim C.

\$95.00 /hr

Expert Wordpress Developer | Web Development | Web Design

📍 Chicago, United States - 8:17pm local time - 1 hr behind

WordPress

PSD to HTML

PHP

CSS

HTML

[more](#)

New Wordpress site with the looks of our Old site.

\$2,500.00 earned

Fixed Price

Aug 2017

★★★★★ 4.70

James is great to work with. Very understanding and patient. went beyond what is required.

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Another company was looking to pay a developer \$2,500 to update their flower shop website, including its design, graphic integration, and adding e-commerce support to their site.

Website Design for a Flower Shop

Web Development

Posted 26 days ago

 Fixed Price

 \$2,500
Budget

\$\$ Intermediate Level
I am looking for a mix of
experience and value

Details

I am looking for a web designer to help update my website www.ramsgatefloral.com. The structure of the current site is fine, although I would like to update the look, logo, pictures and colors of the design. I would also like to add a log in accessed portal set up like an e-commerce site, however not processing payments. This I will explain in greater detail over the phone. I am open to suggestions of what works best for similar sites. I wish to work with a company and developers in the US only. Thank you!

 Only freelancers located in the U.S. may apply.

A different business with a \$2.5K budget needed help integrating services together on WordPress:

Components we already have:

1. A domain
2. Server space - I will provide FTP credentials.
3. Wordpress installed on server
4. Premium LearnDash CMS

I am familiar with Wordpress and with the basics of web design/architecture, etc. I really just need help tying all of this together.

In terms of price, I am looking for an expert who will quickly and correctly do this in a secure, professional manner. However, \$2,500 is the hard, upper limit, no negotiations. Do not apply unless you can do the job for \$2,500 or less.

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Lastly, someone was willing to pay \$2,500 for a developer to build a dynamic niche website from scratch that was similar to Thumbtack.

Dynamic Website Developer

Web Development Posted 2 days ago

 **Featured Job**  **\$2,500**
Budget **\$\$\$ Expert Level**
I am willing to pay higher rates for the most experienced freelancers

 **Fixed Price**

Details

Looking for a Web Developer who can help me create a website service similar to Thumbtack (<https://www.thumbtack.com/>). It will provide a particular niche service, but will operate in the same manner. Users will be able to both provide and search for a particular service on the website. Users will be able to enter in what they are looking for, and those able to offer the service can respond, allowing the user to choose between potential service providers. I need the website to be able to host payments. The website will charge the person offering the service every time he/she meets with a customer. Payment between the customer and the person using the service will not be hosted on the website. The description is difficult, but looking at thumbtack gives a good idea of what I am looking for.

 Only freelancers located in the U.S. may apply.

Project Type: One-time project
One-time Project: Develop website from scratch
Project Stage: Fully Specified

Now it's your turn!

I challenge you to find 5 opportunities that enable you to earn \$2,500 given the skills you currently have.

What custom WordPress site will you create?

What custom JavaScript app will you build from scratch?

Will you adapting an existing website to be mobile friendly?

Once you've earned your first \$2.5K, move onto milestone 5.

MILESTONE 5: Earn \$5,000

Congratulations on earning your first \$2,500!

Now, what would it mean to you if you made an extra \$5,000 a month or \$60K a year?

What would you do with your new earnings?

Let's make it a reality for you by starting the final milestone and challenge of earning \$5,000.

The types of projects that are worth charging \$5,000 for include:

- Building a fully responsive website from scratch
- Building a custom web app from scratch

Real Examples

A company with a budget of \$5,000 was looking for a developer to build an interactive website, including video, dynamic pages, search functionality, and a blog.

I need a website designer to help me build an interactive website

Web & Mobile Design Posted 21 days ago

 Fixed Price

 \$5,000
Budget

\$\$\$ Expert Level
I am willing to pay higher rates for the most experienced freelancers

Details

I have created a wordpress website. I need a freelance website designer to design it to my specifications, Some things that I would like to see are; video, changing pictures on the front page, IDX real estate search ability, blogging ability and viewer response ability. I would like to have the website updated weekly once established. I am also looking for someone who can secure the website from hackers.

 Only freelancers located in the U.S. may apply.

Other Skills:    

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One company is willing to pay \$5K for a website redesign as well as support for content creation.

Redesign of existing website

Web & Mobile Design Posted 2 days ago

Fixed Price Budget \$5,000 Intermediate Level
I am looking for a mix of experience and value

Details

Looking for an experienced wordpress designer. Our website needs an update. I am looking for someone who can also edit content and do some writing.

Only freelancers located in the U.S. may apply.

Project Type: One-time project
One-time Project: Update website
Project Stage: Concept
Other Skills: Graphic Design Web Design Website Development WordPress

But are developers really earning \$5K for one project? Take Nathan L. who fixed, updated, and maintained a company's website, originally developed in PHP and JS.



Nathan L. \$69.00 /hr

Web & App Development | IT Infrastructure | Game Development

Fort Worth, United States - 8:36pm local time - 1 hr behind

HTML ✓ HTML5 ✓ HTML5 Canvas PHP ✓ phpMyAdmin
Java JavaScript jQuery Unity Adobe Photoshop ✓

Website Updates and Maintenance

Jun 2016 - Jul 2016

★★★★★ 5.00

One word for Nathan and his team: AWESOME. They delivered on everything as promised. They are technically strong in all areas. They helped me build up my business website and were able to dive straight in. They also helped with my SEO did a fantastic job. I will definitely use them again and again and again. Thanks!

110 hours

\$45.00 / hr

\$4,950.00 earned

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Lastly, a company with \$5K to spend needed a developer to build a mobile responsive social media website like Meetup.

Need an Engineer

Web Development Posted 15 days ago

 **Fixed Price**
Budget: \$5,000

\$\$ Intermediate Level

 **Start Date**
August 25, 2017

Details

I need a social media web engineer that can build a small social media similar to meetups.com with a lot less. Contact me for details! If you can develop a social media website please contact me or apply for this job! Besides just web development, if you can do mobile as well, that would be a plus!

 Only freelancers located in the U.S. may apply.

Project Type: I am not sure

Project Stage: Design

Other Skills: **Web Design** **Website Development**

Now it's your turn!

I challenge you to find 5 opportunities that enable you to earn \$5K given the skills you currently have.

Will you take on the challenge of building a fully responsive website?

Will you build a custom interactive web app from the ground up?

Once you've earned your first \$5K, read on to learn what to do next.

MOVING FORWARD

Congratulations on making it this far!

If you completed every milestone, you've earned close to \$10,000!

You have gained valuable real-world experience with a portfolio to show for it and possibly testimonials from your clients praising your work.

So where do we go from here?

Well, we've only scratched the surface when it comes to getting started as a freelance developer.

There's a lot more detail to freelancing than what this workbook can cover.

For example, when it comes to working on a global platform like Upwork, it is you against the world. The competition can be fierce and there's no guarantee you will win every project you apply for. You'll, therefore, need to determine how to distinguish yourself from the crowd. How will you do that?

Furthermore, you're at the mercy of serving a random collection of clients when freelancing on Upwork. It can be very challenging to find quality clients. How will you find the right client each and every time?

On top of all of this, if you're not using social media to promote your freelancing services, you're leaving a ton of money on the table. Therefore, you'll need to figure out an effective social media strategy.

What if you don't want to charge fixed prices for a project? You'll need to figure out how to charge appropriately while competing with freelancers overseas who are notorious for charging low prices.

And, how will you ensure that you get paid for your delivered services?

Or, how will you prevent your clients from potentially suing you over a dispute?

Lastly, we haven't even covered how to manage your calendar with client deadlines, day job requirements, and life commitments (family, friends, every day survival, etc.).

How can you find the time to figure ALL of this out while learning to code... while working a full-time job... while raising a family?

Instead of wasting your time and energy trying to figure this out on your own through trial and error, I personally invite you to join [The Fastest Way To Become A Freelance Developer](#), a comprehensive step-by-step program to turn your web development skills into direct income as a freelance developer with just 30 minutes a day. You'll also learn how to increase your income to \$10,000/month or more!

There will always be another reason to wait.

But if you're done consuming and wishing...and you're ready to start earning what you deserve, then I'd like to invite you to join.

A year from now, you'll be a year older. What are you going to do?

Enroll in [The Fastest Way To Become A Freelance Developer](#) today!

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