

Contractor interview: sue builds a better life contracting

A few years ago Sue and her husband decided to make a change for the better in their lives. Sue wanted to live in a much nicer place, but she didn't want to quit working. Sue's husband transferred his work to a permanent IT job in the West Midlands and Sue gave up her permie job, which she had been at for ten years, to become a contractor.

Never Regretted Contracting

"And I've never regretted it," Sue insists. "The flexible lifestyle one enjoys in contracting--making my own hours, running my own business the way I want to--is the greatest reward." Sue hated office politics as well, and becoming a contractor, as Sue explains, allowed her to concentrate on the work and forget all the silliness around the office.

Now Sue and her husband not only have successful careers, but they have started their own company called [SliQTools Ltd](#) producing Invoicing Software, it offers a rather inexpensive alternative to small businesses for billing. Sue and her husband hope to build the invoicing software business into a big, successful company, and they're off to a good start.

Built Up A Business

Sue is an accountant, and she was able to get started in her contracting by working for the firm where she'd had a permanent job in the past. "I was able to get them to let me telecommute for much of it," Sue says, "and to just go to the firm's headquarters a few times a week. Part of my work also involved travel to Germany, so I could continue to do that anyway."

With a good start on this contract, Sue gathered a few more contracts around the area she was now living in. She works at home most of the time, using her own equipment, and she thrives on the challenge of running her own company and managing 3 small boys.

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Sue- SliQTools

Marketing Is Key

"Knowing how to [market yourself](#) is one of the key skills a contractor should have," Sue points out. "If you expect to grow your business, you have to be able to communicate why you are good at it, and that working with you will be a great advantage to potential clients."

Being an accountant, Sue is watchful about the paperwork connected with contracting. She warns contractors that they should make every effort to keep up with their administration. The software package [SliQ Invoicing & Quoting](#) has been designed to ease some of the admin for small businesses and contractors. It's inexpensive and very easy to use. "It's terribly easy to fall behind and to let the paperwork slip, but this will surely lead to problems in the future." Administration has to be treated like part of the job. Sue also warns contractors to be careful in the treatment of [expenses](#), to always document them as carefully as possible. "It's better to be safe than sorry."

"It's great that contracting has permitted us to start our own separate business, one that we can work at just for ourselves," Sue adds. "I don't think I could ever have achieved that while working a permanent job."

“ I don't think I could ever have achieved starting a separate business while working a permanent job ”

Sue- SliQTools

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