

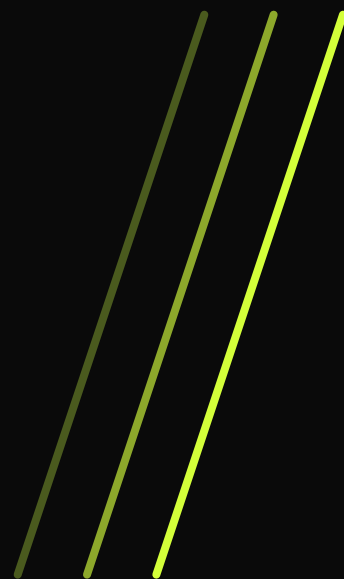


Catalyst Lane

The Get Paid Playbook

The freelancer's system for contracts, invoices, follow-ups, and late payers.

GUIDE + TEMPLATES + COPY-PASTE SCRIPTS



Before you start

Most freelancers do not have a talent problem. They have a payment system problem. They do great work, then spend hours chasing money that was agreed to weeks ago.

This playbook gives you a complete system: how to choose clients who pay, how to structure a project so that money moves early, how to write contracts and invoices that protect you, exactly what to say when a payment is late, and how to build cash-flow habits that make slow months survivable.

How to use this guide

Read chapters 1 to 3 first. Then work through the 30-day plan in chapter 9, using the templates in the appendices as you go. Every template and script is written to be copied and edited. You do not need to implement everything at once. Even the first three steps (deposit, written agreement, clear invoice terms) will prevent most payment problems.

Important note

This guide shares general business practices and templates. It is not legal advice. Laws about late fees, contracts, and collections differ by country and state. Have a qualified lawyer review your contract template before you rely on it, especially for larger projects.

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CHAPTER 1

Why freelancers get paid late

Late payment is rarely about a client being evil. It is usually about friction, unclear expectations, and priorities. Understanding the causes tells you which fix to apply.

The five real reasons invoices go unpaid

Cause	What it looks like	The fix
Unclear terms	Client says they did not know when payment was due	Written due date in the contract and on every invoice
Process friction	Invoice sits in someone's inbox waiting for approval	Send to the right person; ask who approves and how long it takes
Low priority	Paying you is not urgent for them	Deposits and milestones so the money is never a big, scary lump
Cash problems	Client is genuinely short of money	Vet earlier; take upfront payment; shorter payment terms
No consequences	Nothing happens when they pay late	Late fee clause, work pause clause, consistent follow-up

The Get Paid System

Everything in this playbook fits into five stages. Skip a stage and the next one gets harder.

- 1 **Vet** the client before you agree to anything.
- 2 **Structure** the project so you are paid in stages, starting before you do any work.
- 3 **Contract** every project, even small ones, with clear payment terms.
- 4 **Invoice** promptly, clearly, and in a way that is easy to pay.
- 5 **Follow up** on a fixed schedule, and escalate calmly if you must.

The mindset shift

Getting paid is not a favor you are asking for. It is a normal step of the work, like delivering the files. When you treat payment as part of the process, with dates, steps, and consequences, clients treat it the same way.

Your cost of waiting

A late payment costs more than the delay. You lose time writing chasing emails, you lose focus on other clients, and you may take on extra work just to cover bills. If you earn a few thousand per month, one unpaid invoice can wipe out a whole month's margin. That is why prevention (chapters 2 to 4) matters more than collection (chapters 6 and 7).

CHAPTER 2

Vet clients before you say yes

The cheapest late payment to fix is the one you never accept. Five to ten minutes of screening before you quote a price will filter out most problem clients.

Seven screening questions

- 1 Who approves the budget and the invoice?** If it is not the person you are speaking to, ask for an introduction.
- 2 Have you worked with freelancers before?** Experienced clients understand deposits and milestones.
- 3 Do you have a budget range in mind?** Evasive answers often mean there is no budget yet.
- 4 What is your usual payment process and timeline?** This tells you about invoices, approvals, and delays.
- 5 When do you need this done, and why?** Real deadlines usually come with real money behind them.
- 6 Are you comfortable with a deposit and a written agreement?** Their reaction is the test.
- 7 What happened with the last person who did this?** Listen for patterns, not drama.

Green flags and red flags

Green flags	Red flags
Agrees to a deposit without argument	Refuses any upfront payment, or says "we pay after we are happy"
Clear scope and a named decision-maker	Vague scope with "we will figure it out as we go"
Has a company, website, and invoice process	No business presence and pushes to talk only by chat apps
Respects your timeline and process	Rushes you and pressures you to skip the contract
Speaks respectfully about past freelancers	Insults or blames every previous freelancer
Pays the first small invoice quickly	Asks for "free samples" or a large unpaid test

The simple client score

Give each answer a score from 0 to 2 (0 = concerning, 1 = unclear, 2 = good) across these five areas: budget clarity, decision-maker access, payment process, respect for your process, and the history with past freelancers. Add them up.

Score	What to do
9-10	Proceed with standard terms.
6-8	Proceed, but require a larger deposit and shorter milestones.
0-5	Require full payment upfront, or decline politely.

Polite decline script

Thank you for thinking of me for this project. After reviewing the details, I do not think I am the right fit right now. If your situation changes (for example, you are able to start with a deposit and a written agreement), I would be glad to talk again. Best of luck with the project.

Trust your gut, then test it

If something feels off, do not ignore it. Ask the uncomfortable question or offer your standard terms. A good client will say yes. A bad one will show you quickly, before you have spent a week on the work.

CHAPTER 3

Price and structure for payment

How you structure the project decides how risky it is. The golden rule: **never let the amount you are owed grow bigger than you can afford to lose.**

Deposits

A deposit does three jobs. It proves the client is serious, it covers your time if they disappear, and it makes the project feel real to both sides. Common ranges are 25 to 50 percent for projects, and 50 to 100 percent for small or rush projects. Make the work start only when the deposit has cleared.

Milestone payments

Split larger projects into stages tied to clear deliverables, not dates. Each stage is paid before the next begins. This limits what you can lose, and it keeps clients engaged.

Project type	Suggested structure
Small (under a few hundred)	100% upfront, or 50% upfront and 50% on delivery before final files are released
Medium (one to four weeks)	30-50% deposit, 30% at midpoint milestone, remainder on completion
Large (multi-month)	Deposit, then monthly or milestone invoices, with final payment before handoff of source files
Ongoing work	Monthly retainer paid in advance, billed on the first of the month

Retainers

A retainer is a fixed monthly fee, paid at the start of the month, for a defined amount of work or access. Retainers smooth out your income and reduce the number of invoices you need to chase. Always define what is included (hours, deliverables, response times), what happens to unused time, and how to cancel (30 days' notice is common).

Kill fees

A kill fee is a pre-agreed payment if the client cancels midway. It covers work done and the opportunity cost of the time you blocked out. Typical wording: "If the Client cancels after work has begun, the Client will pay for all work completed to date, plus a cancellation fee of [25%] of the remaining project fee."

Pricing so that payment is easier

- **Quote fixed prices for fixed scopes.** Hourly billing invites argument over every hour.
- **Offer a small discount for paying in full upfront.** Five percent is common and often accepted.
- **List what is not included.** It prevents silent scope growth.
- **Quote validity.** State that the quote is valid for 14 days.
- **Add a rush fee** for compressed timelines. It also filters out disorganized clients.

Quick example

Project: \$3,000 website. Structure: \$1,200 deposit (40%) to start, \$900 when the design is approved, \$900 before the site goes live. At no point are you owed more than \$900 for work already done. Compare that with \$3,000 on completion, where one unpaid invoice is the whole project.

CHAPTER 4

Contracts that protect you

A contract is not about distrust. It is about clarity. A short, plain-language agreement prevents arguments because everyone knows what was agreed. Use one for every project, including small ones and friends.

The ten clauses that matter most

Clause	What it should say
1. Parties	Full names or company names, and contact details of both sides
2. Scope and deliverables	Exactly what you will deliver, in what format, and what is excluded
3. Timeline	Start date, milestone dates, and what the client must supply, and by when
4. Fees and schedule	Total fee, deposit, milestone amounts, and the date each is due
5. Late payment	Due within X days; late fee or interest; right to pause work
6. Revisions	Number of revision rounds included, and the cost of extra rounds
7. Changes in scope	Extra work is quoted and approved in writing before it begins
8. Cancellation	Kill fee or payment for work completed
9. Ownership	Rights transfer to the client only after full payment is received
10. Feedback deadlines	Client replies within X business days, or the schedule shifts

The three clauses that get you paid

1. Ownership after payment. Until the invoice is paid in full, you keep the rights to the work. This is your strongest leverage: the client cannot publish, sell, or use what they have not paid for.

2. Right to pause work. If a payment is more than a set number of days late, you can stop work without penalty and without it counting against deadlines.

3. Late fee. A modest fee (for example 1.5% per month, or a flat amount) signals that you take payment terms seriously. Check what is allowed where you work; some places limit or regulate late fees and interest.

Sample plain-language wording

Late payment and pause clause

Invoices are due within [14] days of the invoice date. If an invoice is more than [7] days overdue, the Freelancer may pause all work until the balance is paid, and project deadlines will be extended by the length of the pause. Overdue balances may be charged a late fee of [1.5%] per month.

Ownership clause

All rights to the final deliverables transfer to the Client only after the Freelancer has received full payment. Until then, the Freelancer retains ownership and the Client has no right to use or publish the work.

Getting it signed

- Use any e-signature tool. A typed name and email confirmation is often valid, but a proper signature is better.
- Send the contract with the quote, so signing and paying the deposit happen together.
- Never start work, even a little, before the contract is signed and the deposit is paid.
- Keep a copy of every signed contract and all key emails in a folder per client.

If the client pushes back

Ask which clause concerns them and why. Often they only need a small change, like a different payment window. Be flexible on the format, but not on the principle that payment terms are written down.

CHAPTER 5

Invoices that get paid fast

An invoice is a request for payment that must be easy to understand, easy to approve, and easy to pay. Every extra question or step slows it down.

What every invoice must include

- Your name or business name, address, and contact details
- The client's legal name and billing contact (the right person, not just the person you work with)
- A unique invoice number, so it can be tracked
- Issue date and **due date**, clearly shown, not only "Net 14"
- A short description of what is being billed, linked to the milestone in the contract
- The amount, currency, and any tax
- Exactly how to pay: payment link, bank details, or both
- A one-line late payment reminder: "A late fee of [1.5%] per month applies after the due date."
- Purchase order (PO) number if the client's company uses them

Choosing payment terms

Terms	Best for	Notes
Due on receipt	Small projects, deposits	Fastest, but clients sometimes need a few days to process
Net 7	Individuals and small businesses	Good default for short projects
Net 14	Most freelance work	Balanced and easy for clients to accept
Net 30	Larger companies that require it	Only if the client insists; use with a deposit

Payment methods

Offer at least two ways to pay, and always include one that is instant, such as a card payment link or a bank transfer with clear details. The easier it is, the faster the money arrives. Check the fees of each method and decide whether to build them into your pricing, or offer a small discount for the lowest-fee option.

Timing and delivery

- **Invoice immediately** when a milestone is approved. Waiting a week costs you a week.
- **Send it to the right person**, and copy the project contact.
- **Use a clear subject line**: "Invoice #1042 for [Project], due [date]".
- **Ask for confirmation** that it was received and when it will be paid.
- **Keep the email short**. The invoice carries the detail.

Invoice email script

Subject: Invoice #[1042] for [Project], due [date]

Hi [Name],

Please find attached invoice #[1042] for [milestone/description], totaling [amount]. It is due on [date]. You can pay by [link/bank details].

Could you confirm you have received it and let me know if you need anything else (for example a PO number) to get it approved?

Thank you,
[Your name]

Make approval easy

Big companies often need a PO number, a specific email address, or a vendor form. Ask for these at the start of the project, not when the invoice is already late.

CHAPTER 6

The follow-up system

Most late invoices are paid after a polite reminder. The trick is to remind consistently and early, with a calm tone, so the follow-up never feels like a fight.

The reminder timeline

When	Action	Tone
3 days before due	Friendly heads-up email	Helpful
Due date	Short message with payment link	Neutral
Day 1 overdue	Gentle reminder email	Polite, assumes oversight
Day 7 overdue	Second reminder, mention late fee and pause	Firm but friendly
Day 14 overdue	Phone call or voice message, plus email. Pause work.	Direct
Day 30 overdue	Final notice before formal steps	Formal

Principles that make follow-ups work

- **Assume good intent first.** It keeps the relationship intact, and it works most of the time.
- **Be specific.** Include the invoice number, amount, due date, and a payment link every time.
- **Reply on the same thread** so the full history is visible.
- **Use more than one channel.** Email first, then phone or messaging when it is overdue.
- **Ask a question.** "When can I expect payment?" gets an answer. A statement can be ignored.
- **Log every contact** with dates. You may need this record later.

Script 1: three days before the due date

Hi [Name], a quick heads-up that invoice #[1042] for [amount] is due on [date]. Here is the payment link: [link]. Let me know if you need anything from my side to process it. Thanks!

Script 2: day 1 overdue

Hi [Name], I noticed invoice #[1042] for [amount] was due yesterday and I have not seen the payment yet. I am sure it is just an oversight. Could you let me know when I can expect it? Payment link: [link]. Thank you!

Script 3: day 7 overdue

Hi [Name], following up on invoice #[1042] for [amount], now 7 days overdue. As per our agreement, a late fee applies after [date], and I may need to pause work on [next milestone] until the invoice is settled. Could you confirm the payment date today? I would like to keep the project on schedule. Thanks, [Your name]

Script 4: day 14 overdue (email)

Hi [Name], I have tried to reach you about invoice #[1042] for [amount], which is now 14 days overdue. In line with our agreement, I have paused work on the project. I will resume as soon as payment is received. Please confirm today when the payment will be sent, or tell me if there is an issue with the invoice I can fix.

Phone or voice message script

Hi [Name], this is [Your name]. I am calling about invoice #[1042], which is [14] days past due. I want to make sure there is no problem with it. Can you tell me when I can expect payment? I will also send an email right now with the details.

CHAPTER 7

Late payers and non-payers

When friendly reminders do not work, move to a clear process. Staying calm and following steps keeps you professional, and gives you the strongest position if things escalate.

The escalation ladder

- 1 **Pause work.** Stop delivering new work and hold back final files. This is your leverage.
- 2 **Offer a payment plan.** Often the client is short of cash. A written plan with dates is better than nothing.
- 3 **Send a final notice** with a firm deadline (7 days is common) and what happens next.
- 4 **Send a formal demand letter**, sometimes through a lawyer, which costs little but is taken seriously.
- 5 **Use a collections service or small claims court**, if the amount justifies it and the client is reachable.
- 6 **Decide to walk away**, if the cost of chasing exceeds the amount owed.

Script 5: final notice (day 30)

Subject: Final notice, invoice #[1042]

Dear [Name],

Invoice #[1042] for [amount] was due on [date] and remains unpaid despite my reminders on [dates]. Please pay the full balance by [date, 7 days from now]. If payment is not received by that date, I will begin formal steps to recover the amount, which may include additional fees and legal action as permitted by our agreement. Payment link: [link]. If there is a dispute, please tell me in writing today.

Regards, [Your name]

If they say: "I will pay next week"

Thank you, I appreciate it. To keep things on track, can you confirm the exact date and payment method? I will note [date] and expect the payment then. If it is going to be later, please let me know in advance.

If they say: "I cannot pay it all right now"

I understand, and I would rather find a solution than escalate. I can accept [amount] now and the remainder in [two] installments on [dates]. If you agree, please reply to confirm, and I will send an updated payment schedule. I will hold the final files until the balance is paid.

If they say: "I am not happy, so I will not pay"

I am sorry to hear that, and I want to resolve it. Please tell me specifically what you feel was not delivered according to our agreement, and I will review it right away. The work was delivered as described in section [2] of the contract. Once we agree on any fixes, I expect the invoice to be paid.

Small claims and collections basics

- Small claims courts handle smaller amounts without needing a lawyer. The limit and rules depend on where you live. Check your local court's website.
- You will need your contract, invoices, proof of delivery, and your record of reminders. This is why you log everything.
- Weigh the cost: filing fees, your time, and the chance the client can actually pay.
- Collections agencies usually take a percentage of what they recover. They can make sense for larger, older debts.
- Never threaten what you are not willing or able to do, and never harass or publicly shame the client. It can create legal problems for you.

Ghosting

If a client simply stops replying, keep your tone calm and your records tidy. Send reminders by two different channels, then send the final notice by email and any other contact method you have. If the amount is small, consider writing it off, learn from it by adjusting your deposit rules, and move on.

Protect your work, not just your feelings

Do not hand over final files, passwords, or access until payment clears. Deliver previews, watermarked drafts, or low-resolution versions until the last invoice is paid.

CHAPTER 8

Cash-flow habits

Even if every client pays on time, freelance income is uneven. These habits stop that unevenness from turning into stress.

Build a buffer

Aim for a cash buffer that covers one month of expenses, then three months. Build it by moving a fixed percentage of every payment into a separate account, before you spend any of it. Even five to ten percent adds up.

Set aside tax

Freelancers usually pay their own taxes. Move a set percentage of each payment into a tax account as soon as it arrives. The right percentage depends on your income and location, so ask an accountant for a number, and review it once a year.

Pay yourself a salary

Instead of spending whatever arrives, transfer yourself a fixed amount on a fixed date each month from your business account. In good months the extra stays in the business, and in slow months the buffer covers the gap.

Spread your risk

- Avoid letting one client account for more than about a third of your income.
- Keep a short pipeline of prospects, even when you are busy.
- Mix project work and retainers.
- Move bigger clients to shorter payment terms or milestone billing.

A weekly money routine (30 minutes)

- 1 Send every invoice that is ready.
- 2 Check which invoices are due this week and which are overdue.
- 3 Send the next reminder to each overdue invoice, using the scripts.
- 4 Move money into your tax and buffer accounts.
- 5 Update your tracking sheet.

Track it simply

Client	Invoice #	Amount	Issued	Due	Status	Next action
Example Co	1042	\$900	Oct 1	Oct 15	Overdue 7d	Send Script 3

CHAPTER 9

Your 30-day implementation plan

Do not try to change everything at once. Here is a simple order that builds your system step by step.

Week 1: Foundation

- Decide your standard deposit (for example 40%) and your default payment terms (for example Net 14).
- Customize the contract template in Appendix A and have it reviewed.
- Customize the invoice template in Appendix B, and set up at least two payment methods.
- Create a client folder structure for contracts, invoices, and emails.

Week 2: Process

- Save the email scripts from Appendix C as templates in your email app.
- Set up calendar reminders: 3 days before due, due date, and the overdue steps.
- Create your invoice tracking sheet (see chapter 8).

Week 3: Existing clients

- List every unpaid invoice and send the right follow-up for its age.
- Tell ongoing clients about your updated terms, with 30 days' notice.
- Propose retainers to clients you work with regularly.

Week 4: New clients and review

- Use the screening questions and the client score for every new lead.
- Send the contract with every quote.
- Review the month: how many invoices were paid on time, and what slowed the rest?

Your first win

You do not need to wait for a perfect system. Today, pick one active or upcoming project and apply three things: a deposit, a signed contract, and an invoice with a clear due date and payment link.

Final checklist

Done?	Item
☐	Client screened with the seven questions
☐	Deposit agreed and received before work starts
☐	Contract signed, including late payment and ownership clauses
☐	Milestones tied to clear deliverables and dates
☐	Invoice sent promptly with due date and payment link
☐	Reminders scheduled in calendar
☐	Final files withheld until final payment clears
☐	Tax and buffer money set aside from every payment

APPENDIX A

Freelance services agreement template

Read this first

Replace everything in [brackets]. This template is general and is not legal advice. Have a lawyer review it for your location and type of work.

FREELANCE SERVICES AGREEMENT

This agreement is made on [date] between **[Freelancer name / business]**, of [address] (the "Freelancer"), and **[Client name / company]**, of [address] (the "Client").

1. Services and deliverables

The Freelancer will provide the following services: [detailed description]. Deliverables: [list, formats]. Anything not listed here is outside this agreement and will be quoted separately.

2. Timeline

Work starts on [date], after the signed agreement and the deposit are received. Milestones: [milestone and date]. The Client will provide all needed materials and information by [date]. Delays in doing so will extend the timeline by the same amount.

3. Fees and payment schedule

Total fee: [amount and currency]. Payment schedule: [deposit amount] due before work starts; [amount] due on [milestone]; [amount] due on [final delivery]. Invoices are due within [14] days of the invoice date.

4. Late payment

Overdue invoices may be charged a late fee of [1.5%] per month (or the maximum allowed by law, if lower). If any invoice is more than [7] days overdue, the Freelancer may pause work until it is paid in full, and deadlines will be extended by the length of the pause.

5. Revisions and feedback

This agreement includes [two] rounds of revisions per deliverable. Extra revisions are billed at [rate]. The Client will give feedback within [five] business days of each delivery; otherwise, the schedule shifts accordingly.

6. Changes in scope

Any work outside section 1 requires a written change request. The Freelancer will quote the extra cost and time, and will begin the extra work only after the Client approves in writing.

7. Cancellation

Either party may end this agreement with [14] days' written notice. If the Client cancels, the Client will pay for all work completed to date, plus a cancellation fee of [25%] of the remaining fee. Deposits are non-refundable once work has begun.

8. Ownership and usage rights

Upon receipt of full payment, the Freelancer transfers [ownership / a license to use] the final deliverables to the Client. Until full payment is received, all rights stay with the Freelancer. The Freelancer keeps ownership of pre-existing materials and tools, and may show the finished work in a portfolio unless the parties agree otherwise in writing.

9. Confidentiality

Each party will keep the other's non-public business information confidential and use it only for this project.

10. Limitation of liability

The Freelancer's total liability under this agreement is limited to the fees paid by the Client under it. The Freelancer is not liable for indirect or consequential losses.

11. Independent contractor

The Freelancer is an independent contractor, not an employee, and is responsible for their own taxes and insurance.

12. Governing law

This agreement is governed by the laws of [state / country].

Freelancer	Client
Name: _____	Name: _____
Signature: _____	Signature: _____
Date: _____	Date: _____

APPENDIX B

Invoice template

Copy this layout into your invoicing tool, a spreadsheet, or a document. All fields are in the order clients expect to see them.

INVOICE		Invoice #: [1042] Issue date: [date] Due date: [date] PO number: [if any]	
From [Your name / business] [Address] [Email, phone] [Tax ID, if any]		Bill to [Client / company legal name] [Billing contact] [Address] [Email]	
Description	Qty	Rate	Amount
[Milestone 2: design approval, per agreement section 3]	1	[\$900]	[\$900]
		Subtotal	[\$900]
		Tax	[\$0]
		Total due	[\$900]

How to pay

Payment link: [link]

Bank transfer: [account name, number, routing / IBAN, reference: Invoice 1042]

Terms

Payment is due by [date]. A late fee of [1.5%] per month applies to overdue balances. Work may be paused on invoices more than [7] days overdue, as stated in our agreement. Thank you for your business.

APPENDIX C

More copy-paste scripts

New project: sending the quote and contract

Hi [Name], thank you for the details. Attached are my quote and the agreement for [Project]. The total is [amount], with [40%] due upfront to book your slot and start the work. Once I receive the signed agreement and the deposit, I will confirm the start date. Let me know if you have any questions.

When the client asks to start before signing

I would love to get started. To keep things smooth for both of us, I begin all projects once the agreement is signed and the deposit is received, which only takes a few minutes. As soon as that is done, I will start immediately.

Scope creep: extra requests

Thanks for the idea, that sounds like a great addition. It is outside the current scope, so I will send you a quick quote for it. Once you approve the change, I will include it in the schedule.

Client asks for a discount

I appreciate you asking. My rates reflect the work and results I deliver, so I cannot reduce the fee for the full scope. If budget is a concern, I can reduce the scope, for example by removing [item], to bring the price to [amount]. Would that help?

Client says they never received the invoice

No problem, I am resending it now with the payment link. Could you confirm when it arrives? Please also let me know who approves invoices on your side so that I can send them directly in future.

Asking for a deposit from a long-term client

Starting next month, I am moving to a simple billing structure: [40%] upfront for each new project and the balance on delivery. This helps me plan my schedule and keep your projects prioritized. This applies from [date], and your existing projects stay on current terms.

Offering a retainer

Since we work together regularly, I would like to propose a monthly retainer. You would get [defined scope or hours] for [amount] per month, paid on the first of the month, with priority scheduling and fast response times. It also saves us both from sending invoices for every task. Interested?

Thank-you after payment (builds good habits)

Thank you, I have received the payment for invoice #[1042]. I appreciate how smooth that was. I will send the final files now. Looking forward to working together again.

APPENDIX D

Client checklist and quick reference

New client checklist

Question	Answer / score (0-2)
Who approves budget and invoices?	
Budget range given and realistic?	
Agrees to deposit and written agreement?	
Clear scope and deadline?	
Respectful about past freelancers?	
Total score	

One-page cheat sheet

Stage	Rule
Before	Screen the client. Score under 6 means full upfront payment or decline.
Start	Contract signed and deposit received before any work.
During	Milestones tied to deliverables. Extra work quoted and approved first.
Invoice	Send immediately. Due date, payment link, and late fee line on every invoice.
Follow-up	3 days before, due date, +1, +7, +14 (pause work), +30 (final notice).
Escalate	Pause work, offer a plan, final notice, demand letter, small claims or walk away.
Always	Keep records. Withhold final files until paid. Save part of every payment.

Thank you for reading

Getting paid well is a skill, and it gets easier every time you apply it. Start with one project, one deposit, and one signed agreement. - Catalyst Lane