

# **VIRTUAL STAFF:**

## **Entrepreneur Program**

**Ron Cirujano**

Country Manager, Philippines

Elance, Inc.





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Country Manager, Philippines  
Elance, Inc.



# ELANCE AT A GLANCE

## \$935 Million

(IN PAYMENTS GLOBALLY)

1,200,000+

Annual jobs postings

800,000+

Active employers

170+

Countries represented on Elance

## Silicon Valley, California USA

Elance®



# WHAT ARE THE IN DEMAND SKILL SETS?



**GAME DEVELOPMENT**      **DESIGN AND MULTIMEDIA**

**ADMIN SUPPORT**      **WEB & APP DEVELOPMENT**

**MOBILE PROGRAMMING**      **VIRTUAL ASSISTANTS**

**WRITING (CONTENT or CREATIVE)**

# WHAT ARE THE ADVANTAGES



# THE ADVANTAGES

Say no to this!



Say yes to this!





# WHO'S USING ELANCE?

## Virtual Staffs



**My Snapshot**

Web & Programming ▾ **LEVEL 12**

12 months | Lifetime

Jobs	190	Total
	450	Milestones
	2,920	Hours
Reviews	110	★★★★★ 4.9
	96%	Recommended
Clients	142	Total
	20%	Repeat
Earnings	\$433,067	Total
	\$3,050	Per Client

27,000 5.0k CRED

## Your potential Clients



**Elance**

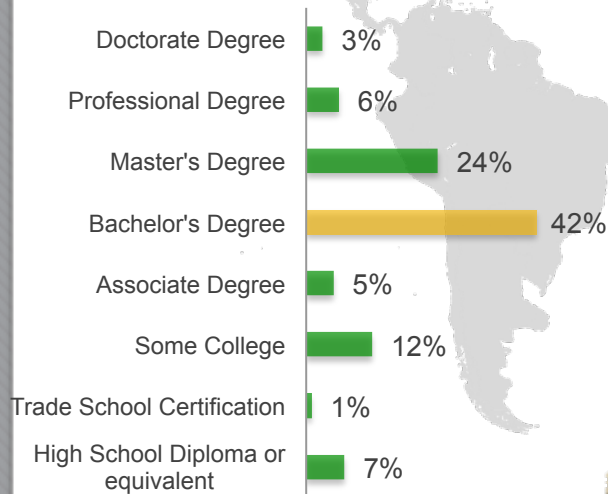


# WHO'S USING ELANCE?

## Top Online Workers per Country

- 1  US
- 2  INDIA
- 3  PHILIPPINES
- 4  PAKISTAN
- 5  UK
- 6  CANADA

## What is the highest level of education you have completed?



## THE VIRTUAL STAFF

\$6 - \$12

## THE VIRTUAL STAFF

\$24K

\$328K

# 6 EASY STEPS:





## STEP 1: THE PRE-REQUISITES



STEP 2:


www.elance.com



Jobs ▾

Search

Find great freelance jobs  
+ find new reasons to smile.

 **ESTEBAN T.** ARGENTINA MOBILE APP DEVELOPER

"Thanks to what I learn working on Elance, I can pay for rent, food and school expenses. I can work on what I love doing - I love my new job and I'm living my dream."

[Read More](#)

Create Your Free Profile

Have a business? Find amazing online freelancers.

Where businesses and freelancers  
get work done.

130,200+  
Programmers



13,400+  
Mobile Developers



96,400+  
Designers



129,900+  
Writers



29,700+  
Marketers



77,307+ jobs completed in  
past 30 days

\$649,546,682 payments through  
Elance to date

# STEP 3: BID

## Web based application (All Microsoft)

**Fixed Price: \$1,000 - \$5,000** | Posted: 57 minutes ago | Ends: 14d, 23h | **3 Proposals**

I am looking for a qualified, reputable developer to deliver a web based application which will have approximately 5-8 different modules (i.e. Master admin, Client Management, 5 components within the system)... ▼

Category: Da

●●●● | A\*\*

## Mobile A

**Fixed Price:**

Our company  
approximation, or what we do on the web. Our current website is coded in HTML 5 on a LAMP... ▼

Category: Mc

●●●● | e\*\*

s\*\*\*\*111 [?]

**Total Purchased \$0**

Payment Method Not Yet Verified 💰

0% Awarded (0 of 0)

Member Since: August 2013

e\*\*\*\*roc [?]

**Total Purchased above \$5000**

Payment Verified 💰

25% Awarded (26 of 103)

Member Since: January 2011

Location: Kendall Park, NJ, United States

NET, ASP.NET MVC

7h | **2 Proposals**

build out an ios and android app that is a close  
in HTML 5 on a LAMP... ▼

4000 characters left

### Proposed Milestones

[+ Add a Milestone](#)

### Cost & Timing



My Earnings

\$

1000

**Billed to Client**  
Includes [Elance Fee](#)

\$

**1095.89**





#### Overview

Job History

Portfolio

Resume/C.V.

Add to Watch List

Tweet Like

Last Sign-in: Sep 6, 2011

## Zeljko Mitic

Write less, do more

Serbia | Pancevo, Serbia | 1:07 pm Local Time

Contact or Post a Job »

### Overview

Minimum Hourly Rate \$30

Do you want nice, clean, unit-tested OOP code with clean separation of view and logic? Care about the quality of code and future upgrades? Interested in long-term cooperation?

Take a look what can be done in just 10 minutes:  
<http://www.youtube.com/user/WebjobsBiz>

You will see clean separation of view and logic, almost no code, server-side validation, pagination and sorting...

[Read More »](#)

### Job History

Private Job

Aug 11, 2011 | Web Programming | \$178 | Working

PHP/MySQL Complete Website FIX

Aug 11, 2011 | Web Programming | \$5,675 | Complete | ★★★★★ 5.0

php / smarty / doctrine developer for mobile...

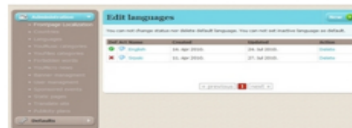
May 31, 2011 | Web Programming | \$155 | Complete | ★★★★★ 5.0

Private Job

May 20, 2011 | Web Programming | \$2,411 | Working | ★★★★★ 5.0

[View All »](#)

### Portfolio



### Multilanguage support

Define all languages for site

[View All »](#)

### Skills

Tested Self-rated

Skill	Score
AJAX	★★★★★★★★
Advanced PHP	★★★★★★★ Avg.
JavaScript 1.8	★★★★★★★★
PHP4	★★★★★★★ Avg. Top 30%
PHP5	★★★★★★★★

### My Snapshot

Web & Programming ▾

LEVEL 10

12 months | Lifetime

Jobs	7	Total
	0	Milestones
	827	Hours
Reviews	5	★★★★★ 5.0
	100%	Recommended
Clients	3	Total
	100%	Repeat
Earnings	\$16,044	Total
	\$5,348	Per Client

### Identity

Username pancevac76

Type Individual

Member Since October 2008

Elance URL <http://pacevac76.elance.c>

Verifications



## Overview

Job History

Resume/C.V.

☆ Add to Watch List



Last Sign-in: Jun 26, 2012



India | Gurgaon, Haryana | 11:24 pm Local Time

Contact or Post a Job »

## Overview

Minimum Hourly Rate \$15

A 10 year old software development company

[Read More »](#)

## Skills

■ Tested ■ Self-rated

Skill	Score
Ecommerce	■■■■■■■■■■■
C#	■■■■■■■■■■■
Advanced Java	■■■■■■■■■■■

[Overview](#) | [Job History](#) | [Resume/C.V.](#)

[Report Violation](#)

## Keywords

## My Snapshot

IT & Programming ▾

LEVEL  
1

12 months | Lifetime

Jobs	0	Total
	0	Milestones
	0	Hours
Reviews	0	☆☆☆☆☆
	N/A	Recommended
Clients	0	Total
	0%	Repeat
Earnings	Private	Total
	Private	Per Client

## Identity

Username	
Type	Account Manager
Member Since	June 2011
Eance URL	
Verifications	\$ ☎ 🌐 0

Zeljko Mitic

Write less, do more

 Serbia | Pancevo, Serbia | 1:07 pm Local Time


[Contact or Post a Job »](#)

## Overview

### Job History

## Portfolio

[Resume/C.V.](#)

 [Add to Watch List](#)

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 Like

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[php / smarty / doctrine developer for mobile...](#)

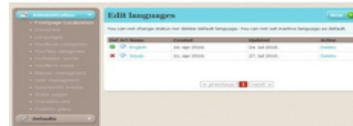
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[View All »](#)

## Portfolio








### Multilanguage support

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[View All »](#)

## Skills

■ Tested ■ Self-rated

Skill	Score
AJAX	
Advanced PHP	 Avg.
JavaScript 1.8	
PHP4	 Avg.
PHP5	

## STEP 6: WITHDRAW YOUR MONEY

- Bank Transfer
- PayPal
- Payoneer





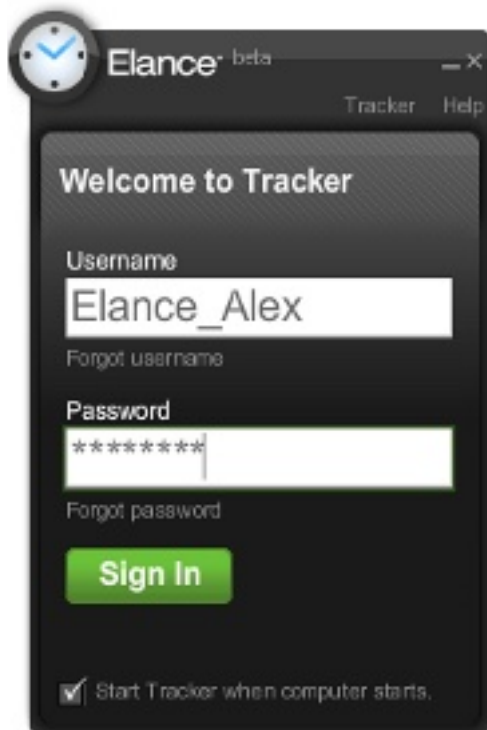
# **PAYMENT SECURITY**

## **PROTECTED PAYMENTS FOR YOUR SERVICES**



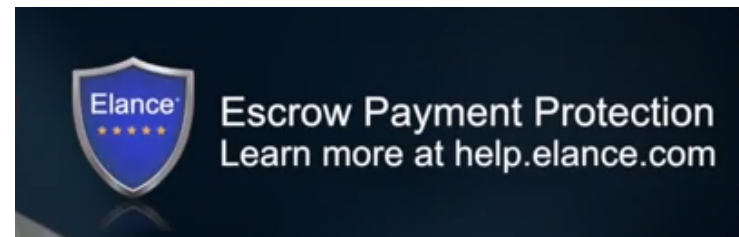
# PAYMENT PROTECTION

## Hourly Jobs



The screenshot shows the Elance Tracker login interface. At the top, there's a clock icon and the text "Elance® beta". Below this are links for "Tracker" and "Help". The main heading is "Welcome to Tracker". There are two input fields: "Username" with the value "Elance\_Alex" and "Password" with masked characters "\*\*\*\*\*". Below the password field is a "Forgot password" link. A green "Sign In" button is at the bottom. At the very bottom, there's a checkbox labeled "Start Tracker when computer starts." which is checked.







## Fixed Rate Jobs



Contract Amount	Fund Escrow	Release Escrow
\$1,496.25	✓	✓
\$165.00	✓	<a href="#">Request Release</a>
\$1,496.25	✓	<a href="#">Request Release</a>

# PAYMENT MILESTONE

## Set up your payment

Milestone	Payments	Notes	Delivery Date	Amount	Actions
1. Outline			Apr 01, 2013	\$50.00	Edit   Delete
2. First Draft			Apr 15, 2013	\$50.00	Edit   Delete
3. Final Draft			May 01, 2013	\$50.00	Edit   Delete
<a href="#">+ Create a New Milestone</a>				<b>Total: \$150.00</b>	

Payment can be scheduled, funded and released upon your agreement

Milestone	Delivery Date	Contract Amount	Funded
<input checked="" type="radio"/> 1. Outline	01-APR-13	\$50.00	\$0.00
<input type="radio"/> 2. First Draft	15-APR-13	\$50.00	\$0.00
<input type="radio"/> 3. Final Draft	01-MAY-13	\$50.00	\$0.00
<b>Funding Method</b> <div>Elance Account [\$50.00] </div>			

# GET IN TOUCH



An online community of 2.5 million  
businesses and freelancers working differently.

**Elance®**  
work differently™



**Elance Philippines**

7,032 likes · 2,180 talking about this



**Elance**<sup>®</sup>  
work differently<sup>™</sup>