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Translation and transcreation

Three-differences-between-transcreation-and-translation. Transference translation and transcreation. Difference between translation and transcreation copywriting and translation. Creative translation and transcreation.

If you are completely fluent in at least two languages, translation and interpretation can be a great business opportunity. Many translators start out as freelancers, so join or start a larger translation business that handles more language barriers, such as publishing, software and production. This article will show you how to start a translation activity from scratch. Determine which languages you translate for, so you understand cultural references, slang, jargon and exact connotations. If you are fluent in all language combination that is required but difficult to find translators for, it may be more profitable to specialize only in those languages even if you have other languages available. Select industries or translation types to specialize only in those languages available. commonly used words and phrases. It can also come with specialized industry-specific software. For example, according to the game translation swork with special computer file types and understand the surrounding language concepts such as âleveling up.â Market your services. A clear and well-written website is a must. Customize your marketing messages to address the problems of your specific type of customers, and explain how to solve those problems better than your competitors can. For example, let your customers of medical journals know if you hold a degree in biology and can then be consistently accurate with scientific terminology. Even when you are engaged with work, make sure you take time for marketing for future customers. Assemble a network of subcontractors who are fluent in languages you are not. Structure a reasonable fee to provide them with work, billing and project management. This fee varies widely depending on the industry, location, language and turnaround time, so investigate the market to make sure you are charging it appropriately. Make sure these subcontractors are of the highest quality, since it will be your reputation attached to their work. You can consider hiring these skill sets in pairs, always keeping at least two subcontractors who can translate the same language combination, so you make sure you have the ability to perform consistent quality assurance tests. Increase your marketing efforts to include your additional language combination or industry skills. Contact your current and previous clients to let them know that you now have more languages to arrangement, and able to provide them with the same high quality of service that you have performed on previous projects. Make sure you allow a significant portion of your time to manage projects of the day or more as your company grows. Today's podcast presents Sean Hopwood Translations, founder and owner of Day, a complete translation and interpretation. Sean has a passion for languages and speaks many himself. Sean wasn't satisfied with his career in legal translations while he was taking into account another full-time job. Translations have been raised by a Spanish translation company of a person in a translation and interpreting company in a comprehensible scale with over 30,000 customers. Sean tells us how to get a job as a freelance translator. Listen to the podcast /WPMonet.com/WP-Content/Uploads/Podcasts/ptm033-TransLatiObusiness_seanhopwood.mp3Podcast: Play in a new window | DownloadHighlights from the Interview: Sean Hopwood, Creator of Day Translations01: 30 â € "a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean talks about his journey from having a passion for language and doing what you love. Sean's company, the daily translations, provides, 06:45 â € "The most common customers, 08:45 â € "The most common customers, 08:45 â € "Help employees, orientation and training, 15:30 â € "Because translation services are still local and the need for local offices. 19:00 †"The story behind †œday" days. 20:45 †"Consigli for freelance translators. 34:30 †"Get that first customer. 36:00 †"Assuming that first employee. Sean shares his thoughts on the †œletting $Go \hat{a} \in \hat{a}$ "To provide customer support through affiliates and accreditation. 42:15 ât "Do what you love.watch the way you start a translation company Google Hangoutthank You to listen to! Feed not iTunes feed. View the full transcript. Click Showphilip Taylor: This is Philip Taylor from ptmoney.com. You're listening to the part-time money podcast. I have the privilege of speaking to Mr. Sean Hopwood today. Sean started daytranslations.com. It is an international translation service company. So, ifneed something put in a different language, can do it for you. Sean speaks five different languages so he really knows the business. He started this apart while he had a full-time job. I am eager to know about the translation business, as it is seen to growand how he managed to do so while maintaining a full-time job. Sean, welcome to show. Sean Hopwood: Thank mille. Philip Taylor: As always, my first question and 'How did you begin to earn some part time money? Sean Hopwood: Okay, well, since' the most people unâ would melt and then the company would be successful, they do something that fascinates. I have always been passionate about lingue. Sean Hopwood: I've always been passionate about lingue. S me my grandfather, Â "Do what you love. Do what interests you. And so 'I worked as an interpreter in a law firm. I also worked as a translator at the law firm. I worked in a allâ universities' program where I was raising awareness for Hispanics, trying to get them to go to college. So I always have something I liked. And lâ last job I worked part-time ... no, I worked full-time in a hospital, and I worked full-time during lâ start of my activity. I worked in a hospital as an interpret even for the Arabs. It 'a very important hospital. So people came from the Middle East to seek treatment and things like that. And so I did what I loved. But many people want to have more control over their future. They want to have control over their money. And 'here that comes out of the entrepreneurial spirit. Probably I would work from 7:00 to 17:00 in the hospital. During the breaks, I made phone calls, wrote emails on my Blackberry, a lot of things like during breaks. And then at 5:00 I went to dinner and then I worked from 5:00 am to 4:00 am, or 3:00 am. So basically, two full-time jobs. And this has influenced me so far. I still work from 7:00 to 4:00. Then work 15 to 16 hours a day. But lâ beginning of the part-time job gives you a good work ethic. 'Cause you really have to learn to manage your time and manage everything very well and that's what I learned while working in the hospital, I worked in a law firm. Ed and 'here that I had the idea of wanting to start doing my translation agency. There are so 'many possibilities'. Only the laws on immigration which are passing now. We would do a lot of cases for Hispanics. They needed dellâ immigration. They needed to translate their visas. They had to get a visa. They had to get a visa. They had to get a visa. They needed to translate their birth certificates. The marriage licenses and things like that. Then I saw the request them 'and e' from 'them that I started. It takes a lot of work and time to make it work. After working in hospitals, when I did lâ funzionare. Philip Taylor: Received. Do not the hour to discuss it with you. You. Like a big story. It is perfect for the podcast. People out there who don't know what your company does. Tell them what translations from day ago. sean hopwood: the days of translations is a interpreter and translation company, first of all. As a growing company, as we were growing, I always try to diversify the services we offer. So let's do subtitles for the movies now. We do the actual subtitling. I took a while to learn how to do it. Let's make voices for movies. We do legalization of the document from one country to another. So if you're a company in Mexico and want to have a subsidiary in the United States, you need to ties your documents to incorporate into the language we do. One of the main things we're trying to concentrate now is the playable phone for hospitals. That is something that is really high of the question in which someone would arrive in the emergency room or someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer, but it is much easier for them to have someone would need an exam and do not want to bring an interpreter in, which we offer have a subject to the hard to have a subject to have a su problems in hospitals that is a growing trend. Legal enterprises and hospitals are trying to reduce their responsibility for interpreters by executing this. So, this is where we came because we are very confident in what we do. So we always said, "Definally! We assume responsibility because this is where we came because we are very confident in what we do. So we always said, "Definally! We assume responsibility for interpreters by executing this. So, this is where we came because we are very confident in what we do. So we always said, "Definally! We assume responsibility for interpreters by executing this. So, this is where we came because we are very confident in what we do. So we always said, "Definally! We assume responsibility for interpreters by executing this." array of customers and that you diversify on a regular basis. But who would you say is your main Is the client? Sean Hopwood: I would say that the clients we receive are mainly law firms. We're really aiming for hospitals and we have different individuals. We treated the private sector, the public sector, people, everything. It is mainly legal studies. They are people who have arbitrations, exams under oath, even judicial proceedings that needed an interpreter for. And the second most frequent we get would be individuals who are trying to get translated documents for immigration or have an immigration interview. So those are our two main ones. As I said, we really try to get into the field of medical translation, focusing on interpretation of the phone. Philip Taylor: Gotcha. That makes a lot of sense. A sort of focus on more than the high-end client than your traditions, small translations as Page or an individual who only wants his translated birth certificate. Well, we do it because we have a very aerodynamic process from where we make efficient and economic. It was a bit challenging because you you to send documents out, you need to make it convenient for the customer and you start making a profit and we did all this. And there are only a couple of companies that can actually do the individual ones that we do. And we make a profit from the economies of scale we have. You know, hundreds of people contact us every day with certified translations, and we've streamlined the process. Probably the margin is smaller, but the frequency is larger. Gotcha. So you can expand it. Then let's talk about it. Obviously you have translation skills and skill, but you can't translate everything that comes across your desk with this business. So, who did you hire and how many employees do you have? Sean Hopwood: Nobody can speak every languages out there are over 6,000 languages in India alone. Africa, I think it has over 6,000 languages. So there are a lot of languages out there are some dying languages that we also try to preserve. We're really passionate about this. Like I said, I only speak five languages, so obviously I can't do that. I'm one of the few people who own a translation company that's actually into it, passionate about it. I'm really passionate about what we do and I understand how it works from the bottom up because I was an interpreter, I was a translator. I know how it works. But we have a social media department, we have a social media department, we have a marketing department, we have a marketing department, we have a marketing department, we have a social media department, we have a marketing department, we have a marketing department, we have a social media department and developers. is the main company employees. And then we have over 3,000 translators and interpretations. We have people in Houston, LA, New York, Miami and we just did a great performance in Geneva, Switzerland. We did the interpretation in Russia. We did some in Saudi Arabia and Singapore. What I learned when I was doing my MBA and even graduating, we were really told to focus on the global market and this is what I have always done. And everyone's heard this a lot of times, "You have to think global and act local." Everyone knows that, but it's hard to understand. You really need to let people know you understand the market. I've probably been gone too long on something you didn't ask for. Did you ask how many employees we have? It is 90 in the company and is a couple of thousand translators and interpreters. Philip Taylor: So obviously, corporate people are a real employee, W2 employees. But are all translators free? Sean Hopwood: We have a slightly different culture for some languages are rare. It's hard to give them a job every day. For the main, they are everyday people. They work with us every day and have the same loyalty to us as full-time employees. Philip Taylor: Gotcha. If I wanted to work as a translator for Day Translations, how would it work? Should I get into the system, get the job, and then be paid freelance? Should I be officially hired? How would that work? Sean Hopwood: There is an intake process that initially lasts about two weeks. And the training would last three months. We applied them to our company. And after applying, we send them a form to fill in. The module focuses on professionalism. And this is the main thing we try to detect is professionalism, skills and grammar. After passing the initial application, some of them do not realize they are tested on everything they do. And we test everything we do: grammar, punctuation, spelling, things like that. After this initial process, we test them on their translate and insert some difficult things, cultural nuances that you need to know both languages in order to be able to translate. And we look for keywords as "engaged". It's a difficult word to translate into different languages. Let's see how they do it and how creative they are. Because it is a human approach, translation, human approach must be adopted because of media messages and messages and things like that. You need to learn how to adapt. Let's give them on this. And after we're done, let's give them a guidance process. I've designed an orientation process that makes the test and once the test is done, they have to fill out all the information. They give us their address. We have a database where he goes, where he organizes them by language. If I'm an interpreter, we need to know where they are. In this way we can easily track their location after entering them into the system. For example, if we need a French interpreter in Houston, Texas, we get their information and we easily access them in our database we created. And every three months we test them because sometimes people get a little complacent, so we make sure we avoid this too. Philip Taylor: Then why is this still there? Of course I understand for the interpretation, that you are accustomed to having a localized presence. But I think that for translation services, there would be no need for any localized service. In addition to saying, this person can translate that specific language in this specific country. What I'm saying is I noticed you have an office in Atlanta. Then whyneed a office in Atlanta and there are really people in Atlanta or just one of the gods Translators who happen to live in that area? Sean Hopwood: We have real offices. There is not in Atlanta and there are really people in Atlanta and there are really people in Atlanta or just one of the gods Translators who happen to live in that area? Francisco, Los Angeles, Chicago, Houston, Dallas, Miami, Tampa, New York, Washington DC, Frankfurt, Germany, London, Hong Kong and Dubai. And those are the only places we have real offices. You need real offices. Everyone thinks there's a lot of people doing things online. And there are real people working there. It's a matter of being local. It's about understanding the local market. But more importantly, we need to keep our interpreting equipment. And people have to turn in their papers. For example, we often tell people to scan documents and email them to us. This is another service we offer. It's called Document Scanning Services, and we put them online and store them in the cloud for a lot of customers. And that's one of the services we offer. It's called Documents to translate. They can have 2 or 3 boxes. They want to bring them in, and one of our employees will do the entire scanning process for them. In some of our offices, we have high-speed scanners where we scan all these documents and we can translate them. We recently had a project from Chile and we had a lot of business documents for a case that needed to be translated. And there were four boxes of stuff. So they really had to take them to the office. Sometimes to interpret, you need a booth. It's like a square. I don't know if you saw the movie "The Interpreter" with Nicole Kidman or something like that. But there's a square where they walk in and they have a table top and then there's a microphone. In major locations where we have big conferences, like Washington DC and Houston and sometimes Dallas, we have interpreting equipment to install. So it's important for us to have very virtual offices. And there are some growing companies that do everything online, like Google. They still have many local offices. They have offices everywhere, although most of their work is done online. It's name is Day Translations because my grandfather's name is Francis Joseph Day. It's over. It's also very simple "Giorno", it's three letters. So I thought it would be easy to put on a website we also Commerce Day and try to turn everything around that name. It been a great influence on me in my life. My grandfather was a very organized and professional. So it's something that reminds me every day to keep me organized and professional as I can. So his name was Day, and is the last name of my mother's maiden name. So it's a family name. It's because © translate only during the day. They're like, â NO.A Philip Taylor: I have been a playoff Same Day Translation. Sean Hopwood: No, it's a family name. It's patented. The name is patented. It's been around for a long time. Philip Taylor: A little 'support. I hear you've really been surprised so many offices in so many employees and translators now. You have a very important now. Give us a bit 'of time, a story of when you started the company to where you are now. At your place. Sean Hopwood: I was working at the hospital in 2007 as an interpreter. I started the idea of making a website in the company around June of 2007. I started the company in November 2007 while working at the hospital to work alone. Câ is this something in you which is not even a risk. Câ is a point where you feel as if you were not in danger. Do you feel confident in everything will go always good. And that is how I felt. I heard that there is no way that something could go wrong. Everything will go always good. And that is how I felt the job and from December 2007 ... Philip Taylor: So you were talking about risk. Sean Hopwood: I did not have any risk. I never do. Something that people say it's a challenge. What you're doing when you love him, you never feel like a risk. It's just that you feel always do what you like. I feel like ... the world liked the action. At the business like action. And then you always have to act. And it's what I did. Not siederò I'll be working there and my work forever trying to do. It's not good, you know. And he taught me everything I do. For example, if we have some decisions to make in the company, I think about it for a while 'and make a decision. And there are a few things that I think are really important to be a manager and one of the most important things is the ability to make decisions. Sometimes the decision that could be problematic for other people. You have to make a decision that could be problematic for other people. You have to make a decision is very important. I have a degree and a master's degree, but I also think that the decision-making skills are really important to run a business. In 2007, I was starting as a translation company. I had to make a decision if we wanted to make all the languages. It was an important decision because we were submerged from work only for Spanish and I thought, "How are we going to talk all the languages?" and we finally got to the point where we started talking all the languages. All we have come to the point where we can manage all the languages. All we have more than 30,000 customers. It's really good. The fact is that sometimes it is frustrating for me to know that we don't have a large percentage of the market share and that there is much more work to do. There are people who need translations and honestly I think we are the best. the way we handle our customers and things like that. So, I had to find a way to implement our excellent customer service and grow it to be able to manage more customer service. I just have to hold him down like this. and we keep our company caught. the timeline after 2008, we were still doing Spanish and almost at the end of 2008 we started doing all the languages. around

2010 we started making interpretations. That's why I created another site called world interpreting so I can focus on interpreting because I realized it's really great even when you have your business to diversify. For example, if you're a farmer and you only cultivate oranges, what happens if one day there are insects that infest your entire company and kill all your oranges? but if you grow oranges, apples, grapefruits, bananas, all those things that if you are oranges the harvest decreases, you will still have apples, bananas and grapefruit. are very simple concepts that I think everyone should know. diversify these things, act and things like that. and that's something I've always done and told my boys, "I'm not the kind of manager trying to hide information, I try to give them power. give them power as manager. Philip taylor: but it looks like you've been able to do it fast enough. It's impressive. That's how six years go on here. Sean hopwood: this is 4 1/2 for daily translations, but six years for daily translations, but I just have to be patient. I'm trying to build people around me I can trust. make these decisions and people who have my own mindset and my own convictions, which are and positivities. These are my main beliefs. Philip Taylor: Got it. Very good. Looks like it's working. So let's talk a little bit about the numbers in terms of sales last year and what you have in total sales. Sean Hopwood: We had a few million dollars in sales last year. I don't know if I should go into the total, but it's a few million, I've done research on other companies and I've seen the potential. I'd like to earn more than 100 million a year. But this is something I have to be patient about and the time will come to get it. Philip Taylor: Right. What is yours, of the few million, what percentage of profit? Sean Hopwood: Well, that's an extreme cost. I would say the cost of the tax rate is about 40%. So, that's 40% going right here. Employees also receive a large percentage. I never thought about the exact percentage. I never thought about the exact percentage. I never thought about 40%. So, that's 40% going right here. Employees also receive a large percentage. I never thought about the exact percentage. I never thought about 40%. So, that's 40% going right here. You're really growing your business from that question, apparently. You didn't have to market your business much, did you? Sean Hopwood: That's right. I didn't have to market our services. People contact us all the time, but I'm trying to dig into this. We did some YouTube commercials. Sometimes I want to try them on TV. We're trying to do a radio commercial. We tried putting it on a couple of radio stations to see how it works. I don't know if it's correct, but they would search online on a search engine or maybe go to one of their associates. If he was an immigrant, they'd probably ask around people they know. There are different ways, paradigms and different views that people have. You can't just focus on search engines because there are so many other people out there was nothing stopping you from doing this business. You're not afraid of risks. You've really had a passion for what you're doing, but you must have seen really strong job offers coming from more law firms or the government, which seems to be getting short of translation services. What drove you out of those opportunities or were those opportunities out to do your own thing? Sean Hopwood: One thing that drove me to start my own business is that I didn't see the opportunity to do what I wanted and be happy to do it. I didn't make a lot of money working at a law firm. I didn't make much money working at the hospital. That's one of the reasons it wasn't such a hard decision to start my own business. I... Look too much in public jobs, but I know they're out there. I feel like stability and ability to control your destiny, it was the best decision. I didn't have many huge deals out there. Philip Taylor: Okay, okay. Any advice for those types of people to follow in a similar path like you? Sean Hopwood: Definitely. The most important thing is to be professional in everything you do. Especially as a translator, if you're in that field. But if I'm talking to someone out there who's not in that field, you have to understand that you're professional. There are a lot of people who have lost that ability to professionalism or who think it is not very important. They may apply to a job and not include a cover letter and think it is no longer required. Or they could apply somewhere and have a lot of errors in their resume. Or they could apply somewhere and think it is no longer required. Or they could apply somewhere and think it is no longer required. Or they could apply somewhere and have a lot of errors in their resume. of being professional. And these are things that are sometimes lost. Just because it is online or just because you are emailing or messaging does not mean that you can be unprofessional. You have to start as very professional and wait to create a kind of relationship to test it and see if that person feels comfortable dealing with you in a more informal basis. So professionalism is very important. And if you are emailing someone or are doing something, make sure everything looks professional and is well formatted. Just don't forward your resume to people with an empty email. So, if you are trying to get a job, make sure you are very detailed and specific. If you are applying to a certain job, make sure you specify the company name or the person name you are trying to contact. If someone sees that you have forwarded something that you copied from a lot of people, you are trying to requise and are going to feel less important. Everyone wants to feel important. The owner of the company also wants to feel important. So you have to be specific. Just make sure you act very well-educated and professional. This is the main thing I can - professional is made specificated and professional. This is the main thing I can - professional is made sure you act very well-educated and professional. This is the main thing I can - professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made sure you act very well-educated and professional is made you act very well-educated and you your first couple of customers? Sean Hopwood: It's interesting. The first client I've ever had was a church, a Lutheran church that needed a translation. So I went there. I spoke to the pastor. He told me what And I translated them myself. And

then I started attending ads and read them and there were people who needed translations. So actually I would drive anywhere and talk to these people individually and then I got a big one and I drove down there and it was for \$6,000 and I was really, really enthusiastic about it. So I went there. They wanted you to remain in their office and translated it. So I was in their office, to translate everything for weeks and weeks to the time until I did the whole money. For the first 5 or 6 months I have been actually, 75% of the work was doing was driving around and trying to get the translation from people in person. And this is still a way to do things. I have to spread and use the time I have. There is a time when customers would contact us now, I'd like to know everyone. So that we started. Our first customer was a church. Philip Taylor: Then, talk about the first decision to bring someone else to help you. Sean Hopwood: It was important. That person is still working in our company.

Everything we've been in business, no one has ever stopped. I try to make a real changeable environment to employees. I was working on this very big translation and I love languages, but it's a bit difficult to sit down with your hands on your computer and just type all day. And I can get a bit obsessive about things, then spin 12 hours in a row. Type, just get up to get my coffee or sandwich and this is everything. Many translators would tell you that it is so living. They will rise and they wil 5,000, 6,000 a day. My shoulders hurt me, my hands hurt me, I needed help. I found this woman who was a mutual knowledge. You started helping me. She was even better than me. So I said: â € ceOK, I'm going to have a couple of people to do it.â € Then the way to increase the quality was having a person to do and another person try again. So they are going to get translated and try again. So these translated and try again. So these translations were, and I'm still, this is the way we do it. They are perfect because we have our translator, then we have our translator, then we have our translator, then we have our translator. else do things. So I took over other translators and then I was three or four. Now we have to let you go. And this is really difficult. And I think this is something that is probably really relevant to this that many people have to learn people. A lot of people are interested in their own things and that as something they are always going to do. People are always going to have a personal interest. You have to accept that. Someone might want to start their business one day, some of them might decide to leave one day. You know it as your company and you know it as your child, but you have to understand that and let him go. You have to understand that the big scheme of things, it's your company and people can come and you can go and if you have a store, someone might steal your store, but stealing something thatâs \$ 50, itâs fine. It's not okay, but we have to think about the big picture. Hiring a lot of people, have a good system of things where you can minimize these kinds of events as much as possible. But what's worth more, try yourself to work to the bone or trusting other people to help you and give them a good working environment to. And thatâs what IA M still learn to do today. Philip Taylor: That's awesome. So you translated a lot of legal documents. Need to have some kind of special insurance to protect you Sean Hopwood:? We have very good insurance. I don't do a research on other companies but AI pretty safe We are the only ones to have really good insurance. That's what Sean Hopwood is all about:? Yes. Philip Taylor: Is that rather expensive Sean Hopwood:? It varies in price. You can contact different people in different peo Better Business Bureau. I think a lot of people recognize that even more than the Translators Associations. People acknowledge that you are a member of the Better Business Bureau and we have an AAA rating. And that's another thing I point out, it's really hard if you re obsessive about everything being perfect like me. If you want to prevent yourself from getting into any kind of claims out there. So now we have a perfect rating on the Better Business for 7 years, they'll give you an A+ rating. For these certifications, WEA you joined many organizations like the American Translators Associations, WEA King in the Better Business Bureau, We're to in a lot of local translator associations like the New York Circ translators. We are at in a lot of these because we have an office in New York and that's where I spend a lot of my time. There's also something that Lots of certified translations. This is a process that you have to be really, really be professional about. You have to sign, you have to sign, you have to stamp and a lot of times I need to authenticate the papers. And this is the process I was talking about that we have simplified and made accessible to our customers, while keeping a small margin. Philip Taylor: Excellent. That was a very good piece of information. I feel like I can talk to you forever, seeing as you have such a company involved and such a detailed operation going on. But I think we'll have to end it now. Any other questions I forgot to ask that you think might be helpful to people or maybe some success you've had along the way that might encourage someone else? Sean Hopwood: That's not something people say often, but I think it's true. Just to really do what you love and do what you love. A lot of people are always looking for a mission or a market or something like that. Maybe some people love and I think mine comes from there. I'm just doing something I'm really passionate about, and I try to keep an eye on it. Because it's the most important thing, doing what you love. Philip Taylor: Great. Thank you very much, Sean, for joining the podcast. Sean Hopwood: They can go to DayTranslations.com. That's where our website is located and they can click on the Contact Us tab or the About Us tab and there's a lot of information about us and what we do. Philip Taylor: Are you looking for freelance translators right now? Sean Hopwood: Yes, make sure you send your resume and a cover letter. Click on Contact Us and you can find the Jobs tab right there. Philip Taylor: Okay, thank you very much Sean Hopwood: Thank you too, sir.

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