






## Track 12.2


 Alex: I've been trying to get my first freelance project, but I haven't found a client yet. It's so frustrating!


 Jake: Really? You haven't completed any projects so far?


 Alex: No, I haven't even had a single interview! I've sent so many proposals, but no one has responded.

 Jake: Maybe your profile hasn't attracted enough attention. Have you optimized it?

 Alex: Well... I haven't updated my portfolio in a while. Maybe that's the problem.

 Jake: Yeah, that could be it. Also, if you haven't built any real projects yet, clients might not trust you. Have you considered working on an open-source project?

 Alex: No, I haven't thought about that! That's a great idea.

 Jake: See? You just need to take a different approach. Don't worry—you'll get your first client soon!