

**Questions that were not addressed during the live session due to webinar time constraints,  
answered by the presenter immediately afterwards**

<b>Q</b>	<b>A</b>
Stephanie Newton: About what percentage of your time do you put towards auxiliary work vs paid work?	That is the time we spend on things like marketing, organization, estimates, finances... In my case, it's around 25-35% of my workday. But it may vary a lot depending on the stage of your business. If you are starting out it would be a lot more. However, I think it's worth monitoring non-billable hours only when you have set in place (and you are using on a regular basis) a good monitoring system for billable hours.
Tianlu Redmon: Under the Service tab, is there any reason why you don't list source and target languages for translation	No reason at all. It is just an example. You can add a new column to control that information or a different code for that service. Whatever that makes sense for you.
GONZALO RAFAEL VILLAGOMEZ HERNANDEZ: How can I have more ideas for direct marketing?	Read and listen to anything that Corinne McKay says. And you might take a look of what we do in El Club de los Grandes Traductores.