

Ask the Telecommuting Expert

QUESTION OF THE WEEK

Q:

I've really tried to convince my boss to let me telecommute by she is very reluctant because no on in our company is telecommuting. What business reasons could I give her to support by case?

A:

Yes—starting with business reasons is smart! Whenever you need to build a case to support telecommuting, here are the key steps to follow:

1. Plan and prepare with corporate benefits in mind
2. Explain why you will be an effective telecommuter.
3. Explain how you will make telecommuting work.
4. Suggest a telecommuting pilot

Some of the business benefits you can provide for your boss might include: increased productivity; lower real estate space costs; reduced equipment/furniture costs; and increased flexibility. Remember to tailor the benefits you present to the specific needs of your employer, citing corporate initiatives and “hot buttons” that are addressed by telework. Do your best to provide specific examples of projected cost savings, comparative advantages realized by similar organizations or others in your industry, or detailed ways productivity measures will improve as a result of your telecommuting.

For more information about making a case to telecommute, check out these resources:

Free Guide: ["Make a Case for Telecommuting"](#)

Helpful Link: ["Persuading Your Boss"](#)

Book: ["101 Tips for Telecommuters"](#)

Article: [CBS MarketWatch: Sell Your Boss on Telecommuting](#)



Telecommuting expert **Debra A. Dinnocenzo** is a seasoned telecommuter and telemanager. She shares her telecommuting experience as author of the best-selling book, [101 Tips for Telecommuters](#) and the companion guide, [Managing Telecommuters](#).

Debra is president of [ALLearnatives](#), sponsor of [JobsTelecommuting.com](#) and provider of resources and training for teleworkers.

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