

CONTINUING CHANGES IN MY CRMARCH CAREER

July 27, 2013 ArcheoWebby Archaeological Media, Commercial Archaeology, Day of Archaeology 2013, Publishing business, CRMARCH, Left Coast Press, Nevada, project manager, publishing

Nevada, United States, July 26, 2013

by Chris Webster, M.S., RPA

0515

Woke up and checked emails while having breakfast. Normally I do a workout too but today is just too busy. We're recording episode 13 of the [CRM Archaeology Podcast](#) on Saturday and the topic is the Day of Archaeology. So, I have a lot of blogs to read.

On top of that, I'm finishing a draft of my first book, writing two proposals, and doing research for another project that I can't talk about just yet. It's going to be a busy day.

Before I really get into the day, though, I'd like to talk about my past "Days of Archaeology". [The first year this event happened was 2011](#). I was working for a company in the Great Basin and they had me monitoring on a seismic operation. So, that's what my post was about. My wife was out there with me.

[For 2012](#) I was working for a different company and had been made a Project Manager. My wife was no longer in CRM Archaeology and was pursuing other interests.



This year, I own my own CRM firm, [I'm writing a book](#) that will be published by [Left Coast Press](#), and I'm hosting a fun and informative podcast. It's amazing how life changes so quickly. Unfortunately, I think my income has experience an inverse relationship with my career path. I've been moving up in archaeology, but, since starting a company is a long and stressful process my finances have taken a serious hit. Don't think that writing a book will make you rich, either. If I see any money from this writing it won't be for another two years because of the payment schedule. So, back to my day!

0545 to 0800 Catching up on Blogs and News

I often spend time in the morning reading blogs and news articles. I post those to my [Random Acts of Science Facebook page](#) and they autopost to Twitter. Gotta keep the word informed about CRM goings on...

Today, though, I'm reading all the Day of Archaeology posts coming from the other side of the world. The U.S. hasn't really started the day yet so there aren't any posts. I'm reviewing posts that we're going to talk about on the podcast.

0800 to 1145 Business Development and Proposal Writing

Most days I try to spend at least a few hours contacting potential clients and letting them know I exist. My business model is very different from most archaeology firms and I have to convince them that it's a safe bet to go with me. That's not an easy sell for some of these companies. I also run into the problem of not having any corporate experience. I have plenty of personal experience but my company is brand new. Some clients want to see past performance but I don't know how to get past performance without performing. It's all very circular.

1300 to 1630 Book Writing



As I mentioned above, I'm writing my first book. In case you ever thought about writing a book I'll tell you how I came to this point. First, you have to have an idea. For me it was the idea that I wanted to tell people about things I wish I'd known when I started in archaeology. So, I started the Shovelbums Guide series of blog posts on my blog. It was well received over the two years I've been writing it so I decided that I'd compile all of the posts into an eBook.

When I was at the SAAs in Hawaii in April I showed the rough draft to the editors at Left Coast Press. I was really just wondering if there was anything like that out there. They said that there wasn't and that I should send in a proposal. Their proposal guidelines are very straightforward and I did it easily. Within a few months I had a contract!

Now, I'm trying to finish up the draft of the book. It's mostly done except for some little finishing touches. I also need to sort out the graphics. Since I'm doing this on my own dime I have to come up with everything on my own. I can't really pay someone either since I won't see any money from the book for two years. I think you have to write about two books a year to see consistent payments. Talk to Tom King. I think he does at least two books a year!

1900 to 2100

Finishing up my Day of Archaeology blog post and doing some reading. I haven't read fiction in a long time. Archaeologists that want to stay at the top of their game are constantly reading. Sometimes it's popular works on broad subjects and sometimes it's papers and site reports. That part of the job is never done.

So, no fieldwork for my Day of Archaeology, but, a lot of CRM archaeology is done in the office. I'm trying to change that slightly with my business model but there will always be office time.

I hope I see a lot of CRM posts from the United States on the DayofArch this year. There was an increase between last year and the first year and I hope there are more this year. As far as I'm concerned, our job is only half done when the site report is turned in. The other half of our job is telling people about what we do. In many cases here in the west the projects are on public land. The public has a right to know what we found and what it means.



Happy Day of Archaeology and here's to another great year of science!

Thanks for reading and I'll see you in the field!