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STORSPAY FREELANCER MASTERCLASS

Stop Losing Money on International Payments

Practical tips for African freelancers

Recorded live · 30 October 2026

In partnership with African Freelancers



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The engineer who built the platform

storspay.com

Why we built this



I build the platform — so I see where every invoice loses money.

Our founder ran a company across Nigeria, Kenya and Ghana. Paying one team in three countries took a week and cost about 6% every cycle — the fee, the rate and the waiting, all at once. We built Storipay to remove that.

Freelancers lose the same way, one invoice at a time. Here is how to stop it.

Four things you'll be able to do after this

1

Read the true cost

of any way of getting paid — the fee and the rate together

2

Invoice like a company

with USD, EUR, GBP or CAD account details in your own name

3

Decide when to hold

dollars and euros, and when to convert

4

Cash out and pay others

at one all-in rate, without a bank wire

PART 1 · 8 MIN

Where the money goes today

Two costs — and most people only see one

Cost 1 · The fee

Printed on the invoice or receipt. Fixed fees hurt small invoices; percentage fees hurt large ones.

Cost 2 · The rate

The gap between the mid-market rate and the rate you were given. Never printed. Often the bigger number.

True cost = fee + (mid-market rate – your rate) × amount

30-second check: search the currency pair, note the mid-market rate, compare it to the rate on your statement.

What a US\$1,000 invoice actually nets

Bank wire

US\$25–50 fee + 2–4% rate gap

3–5 days

≈ **US\$910–950**

you keep

Payout platform or card

A fee and a spread — read both lines

1–3 days

**Depends on both
lines**

you keep

Account in your own name

Receiving free · cash out from 2% all-in

Same business day

≈ **US\$980 worth**

you keep

Five questions before you accept payment

- 1 What is the fee — in money, not in %?
- 2 What rate am I getting versus the mid-market rate?
- 3 Am I being converted without asking?
- 4 How long until I can actually use it?
- 5 Can I pay someone else from it without starting over?

Take it home

Ask all five on your next invoice — and on every payment offer you get.

PART 2 · 10 MIN

Getting paid like a company

Four currencies, in your own name

USD

Held as a balance

US clients pay by local transfer

EUR

Held as a balance

EU clients pay by SEPA transfer

GBP

Converts once to USD on arrival

UK clients pay by Faster Payments

CAD

Converts once to USD on arrival

Canadian clients pay by local transfer

Your client sees ordinary account details and pays the way they pay any local supplier. Receiving is free.

What to put on the invoice

INVOICE #0142

From: Aminata D. — UX design
To: Northwind Studio, Berlin
Amount: €1,500 · Due: 30 days

Pay by bank transfer to:
Beneficiary: Aminata Diallo
IBAN: DE●● ●●● ●●● ●●● 42
BIC: ●●●●●●
Reference: INV-0142

- 1 Name exactly as on your ID
- 2 Account details for the client's currency
- 3 Invoice number as the payment reference
- 4 Clear due date — 'net 30'
- 5 No card links or 'pay via' instructions

Verify once, then it's yours

Sole trader

Government ID and a selfie. A few minutes on your phone. Account details in your own name once approved.

Registered business

Company registration documents and the owner's ID. Account details in the company's name.

One boundary: the account is for business payments only — invoices from your clients.

PART 3 · 8 MIN

Keeping what arrives

Hold what arrives — convert when you choose

Aminata D. · balances

US\$ 2,340.00

€ 1,500.00

Nothing converted on arrival · same business day

No forced conversion

Money lands in the currency the client paid. The rate is applied only when you decide to cash out.

Holding is free

A balance costs nothing to keep. Pay a collaborator from it, or cash out part of it.

You pick the day

Rent due in naira? Cash out what you need. Saving in dollars? Leave it.

Convert now, hold, or never

Convert now

Money you need in local currency this month — rent, salaries, suppliers. Cash out what you need, when you need it.

Hold

Money you'll spend in that currency — software, a laptop, a subcontractor abroad, next quarter's tax in dollars.

Never on landing day

Don't let a provider pick the day for you. The one rule everyone can follow today.

This is practical bookkeeping, not investment advice.

PART 4 · 8 MIN

Cashing out and paying others

Cash out at one rate, same business day

Free

Receiving

From 2%

All-in to cash out · one rate, no hidden spread

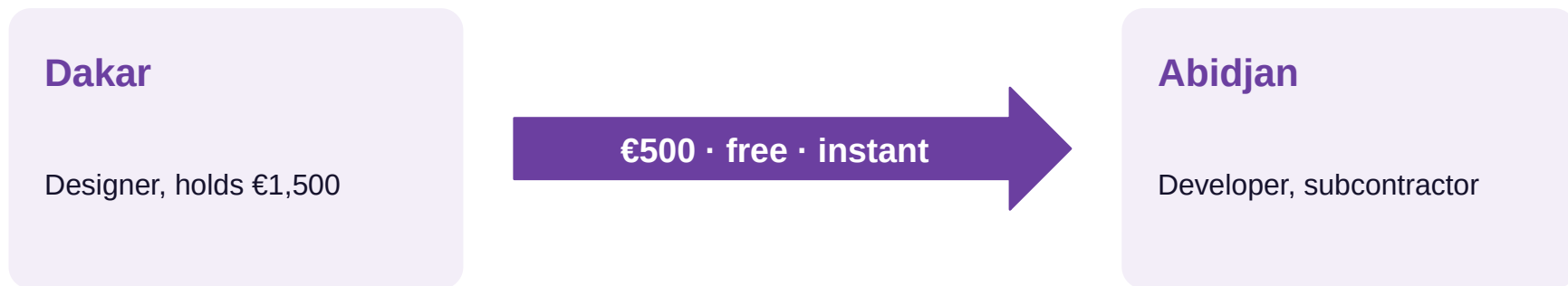
Same day

To your bank or mobile money

US\$1,000 invoice → about US\$980 worth in your local bank or mobile money, the same business day.

Compare with the wire: US\$910–950 after 3–5 days. Same price for everyone — no tiers.

Paying another Storspay user is free



No wire, no rate, nothing lost in the middle. Works for subcontractors, co-founders and suppliers in any of the 29 countries.

Live: the freelancer account simulator

storspay.com/freelancers/#try

1

Pick Kenya

2

Receive €500 from
an EU client

3

Receive £400 from
a UK client

4

Pay a collaborator
on Storspay

5

Cash out to M-
Pesa — read the
number

Try it yourself after the session — no sign-up needed to use the simulator.

Live in 29 countries — 18 in Africa

AFRICA

Nigeria · Côte d'Ivoire · Senegal · Cameroon · Togo · Benin · Burkina Faso · Gabon · Congo-Brazzaville · Kenya · Uganda · Tanzania · Rwanda · Zambia · Malawi · Ethiopia · Botswana · South Africa

LATIN AMERICA & ASIA

Mexico · Brazil · Colombia · Argentina · Ecuador · Cambodia · Sri Lanka · India · Indonesia · Philippines · Thailand

One price, everyone

Receiving
Free

Cash out
2% all-in · 1% to India,
Indonesia, Philippines,
Thailand (min \$2)

Pay a Storspay user
Free

Four things to do this week

Check the rate

On your last payment: fee + rate gap. Write the true cost down.

Fix the invoice

Put account details in your own name on the next one.

Hold on purpose

Decide what you'll convert this month and what you'll keep.

Pay without a wire

Move your next subcontractor payment on-network.



Get started

storspay.com/freelancers

Sign up

Open your account — a few minutes, ID and selfie. Try the simulator first if you like.

Watch & read

The full recording and this deck live in the StorSpay newsroom:
storspay.com/newsroom

Partnership

This session was recorded with African Freelancers, a StorSpay referral partner community.