

Start Your Own Consulting Business 4th Edition

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about the book starting a consulting business is one of the best ways to leverage your expertise into a profitable career according to the bureau of labor statistics consulting is predicted to be the industry with the largest growth from 2008 to 2018 depending on your skills and experience starting a consulting business can be done quickly and affordably in his book getting started as a consultant alan weiss ph d defines consulting as the application of talents expertise experiences and other relevant attributes which results in an improvement in the clients condition p 1 in essence a consultant uses his knowledge to identify problems recommend solutions and assist in making change meet the author leslie truex is a freelance writer and author on the subjects of small business telecommuting and marketing her books include the work at home success bible

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leading entrepreneurs into the multi billion dollar consulting industry the experts at entrepreneur show you how to capitalize on your talents to help others achieve their business goals coached by experts learn to define your market find and keep clients obtain licenses set rates monitor cash flow hire staff prepare contracts agreements and reports and more includes new interviews with successful consultants updated answers to frequently asked questions and a completely refreshed list of the top 20 consulting businesses

this book contains everything one needs to know to set themselves up as a home based consultant create a demand for their services and make money bert holtje an author and a longtime publishing industry consultant shows how to develop a marketable idea operate a home based office draft winning proposals sell services get referrals set fees manage finances and time and conduct internet marketing define your specialty build a client base make yourself indispensable create a fee structure find trusted subcontractors and specialists become a sought after expert

turn your knowledge and experience into big bucks whether you re a computer whiz a business expert or a fundraising dynamo your special skills are in high demand let the experts at entrepreneur show you how to capitalize on your talents and help others achieve their business goals no matter what your area of expertise this hands on guide will tell you everything you need to know to start your own successful consulting business discover how to get your business off the ground position yourself as an expert attract clients operate day to day and build revenue plus gain powerful insight from interviews with practicing consultants answers to frequently asked questions and an invaluable list of the top 20 consulting businesses learn how to set up your business with minimal startup investment define your market build a business brand that gets noticed capture clients by showing them you re worth their money price your service advertise and publicize to attract more clients hire a support staff and more you already have the knowledge this guide shows you how to share it with others and make a profit

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an action plan for working as a consultant management consulting is a 250 billion industry and growing at a rate of over four percent annually many predict that more than 40 percent of the u s workforce will soon be contingent freelance or consulting members of the workforce making this book more relevant than ever individuals become independent consultants out of necessity or preference necessity because they lost their job or the company offered an attractive exit package preference because they want a career change more control over their time or an enriched varied work situation consulting also appeals to the millennial workforce who are searching for careers that offer a good salary as well as meaningful work the new consultant's quick start guide serves as a companion to the new business of consulting provides you with a place to plan your transition into consulting helps you identify your niche develop a business plan charge what you're worth and create a marketing strategy to ensure a steady stream of clients prepares you for changes you will encounter beyond your professional life including social family and financial aspects the new consultant's quick start guide helps you work through the challenges of consulting such as working alone deciding on necessary insurance coverage finding your first clients struggling with cash flow and understanding market trends

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this unique book brings you at last the easiest no risk step by step process for beginning and promoting your own consulting business this remarkable technique harnesses the full power found in a natural progression moving from temp to contractor to consultant jimmy s amazing personal experience will empower you to move through all three phases comfortably

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this book starts with a self evaluation to help determine what skills needed to develop to ensure success from that point on it explains how to build a successful consulting company the consultants business book guides the reader through the formation of a company how to establish a business identity and how to create a business and marketing plan to help the business grow many consultants start their own small business and run it out of their home until it expands and needs office space finances public relations and how to find and keep clients is covered in an easy to read format that provides a step by step guideline to creating a successful growing business how to establish prices for services and how to deal with competition is a section that even experienced entrepreneurs should review the training section of the book provides insight into what makes training sessions come alive it provides tips and techniques to help make presentations sizzle and even reveals some magic tricks that trainers can incorporate into their routines for those who want to start their business in their own home the book provides useful insights to make that office efficient and effective

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