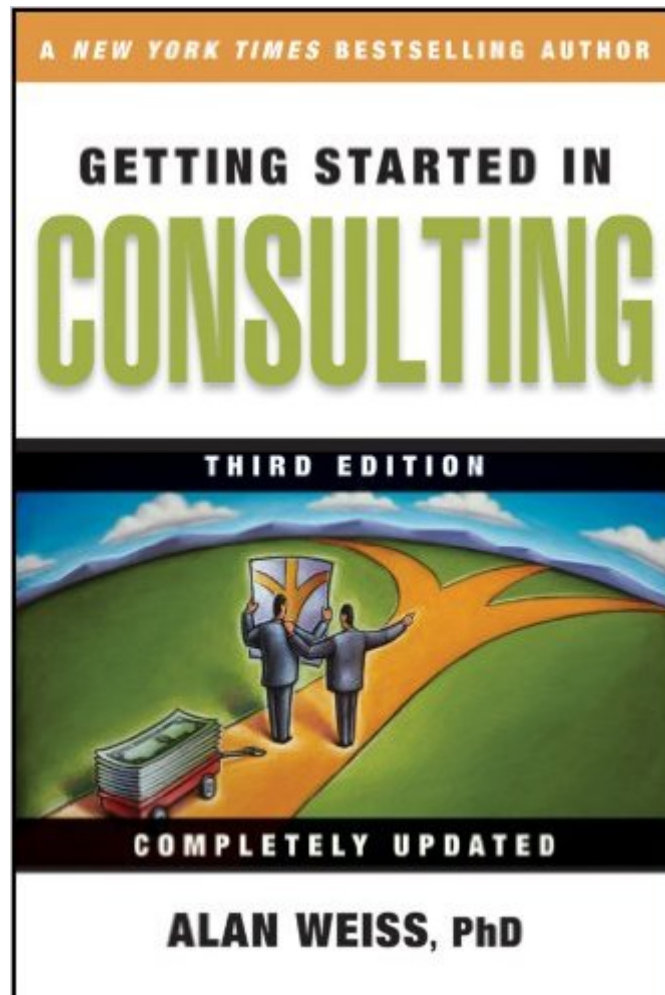


The book was found

Getting Started In Consulting



Synopsis

The Unbeatable, Updated, Comprehensive Guidebook For First-Time Consultants Getting Started In Consulting More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's *Getting Started in Consulting* has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more. This new Third Edition of *Getting Started in Consulting* is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources: How to leverage new technologies to lower your business costs and increase your profits A budget sampler that shows you how best to maximize an initial start-up investment of \$5,000, \$10,000, or \$20,000 Free downloadable tools and forms to help you design and start your business quickly and easily New interviews with consultants who achieved rapid success, including their personal stories and most effective techniques Brand-new references, examples, and appendices If your dream in life is to get out of the office and out on your own, consulting is a great way to make it happen. Make sure you do it rightâ"and do it profitablyâ"with *Getting Started in Consulting*, Third Edition.

Book Information

File Size: 2197 KB

Print Length: 322 pages

Publisher: Wiley; 3 edition (March 16, 2009)

Publication Date: March 16, 2009

Sold by:Â Digital Services LLC

Language: English

ASIN: B0023SDQUS

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #149,184 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #47

in Kindle Store > Kindle eBooks > Business & Money > Industries > Consulting #95 in Books > Business & Money > Small Business & Entrepreneurship > Consulting #38218 in Kindle Store > Kindle eBooks > Nonfiction

Customer Reviews

If you've already read *Getting Started in Consulting*, chances are you've re-read it several times and checked out some of Alan Weiss' other books. If you haven't read any of Weiss' books - and are a Consultant or are thinking about becoming a Consultant - this is a good place to start. Although this book covers some common ground with Weiss' popular "*Million Dollar Consulting*", there's enough unique information in each to warrant reading both. The book starts out auspiciously in "Chapter 1 Establishing Goals and Expectations: You Will Be What You Decide to Be, Nothing Less, Nothing More". To support this thesis, Weiss points out that despite experts' warnings about much hard work and travel a consultant must endure for a maximum of a \$300K income, he runs a 7-figure practice from his house with no staff or office. "The problem is that if you educate yourself incorrectly at the onset, you're vulnerable to successfully meeting the exact wrong set of expectations." - Written like a true consultant. The first order of business is to manage your financial situation - be prepared for a slow first year. He presents the Ten Traits - "ideal consultant behaviors and attributes as they apply to a solo practitioner, based on my observations of success and failure over 27 years.... If you have a reasonable chance of performing well in these 10 areas, you've got an excellent shot at making it as a consultant. Eight out of 10 might do it. Less than that and you may be setting yourself up..." Other important areas covered in the book are: Why collaboration is often a bad idea.

[Download to continue reading...](#)

Never Chase Clients Again: A Proven System To Get More Clients, Win More Business, And Grow Your Consulting Firm (The Art of Consulting and Consulting Business Secrets Book 1) *Getting Started Knitting Socks* (Getting Started series) *Getting Started in Chart Patterns* (Getting Started In.....) *Getting Started in Consulting* *The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice* *CLIENT CONSULTING VIA LINKEDIN: How to Find Consulting Clients on LinkedIn Without Trying Really Hard* *Flawless Consulting: A Guide to Getting Your Expertise Used*, Third Edition *Flawless Consulting: A Guide to Getting Your Expertise Used* *Getting Started with CNC: Personal Digital Fabrication with Shapeoko and Other*

Computer-Controlled Routers (Make) Pencil Drawing: Project book for beginners (WF /Reeves Getting Started) Getting Started in Airbrush Justin Bieber: Just Getting Started Getting Started: A Personal Menstruation Diary for Girls Getting Started with Raspberry Pi: Electronic Projects with Python, Scratch, and Linux Getting Started With Raspberry Pi: An Introduction to the Fastest-Selling Computer in the World Getting Started with 3D Printing: A Hands-on Guide to the Hardware, Software, and Services Behind the New Manufacturing Revolution Getting Started with BizTalk Services Getting Started With Sap R/3 (Prima Techs Sap Book Series) Freebsd Handbook: Getting Started (FreeBSD Handbooks) Programming the Raspberry Pi, Second Edition: Getting Started with Python

[Dmca](#)