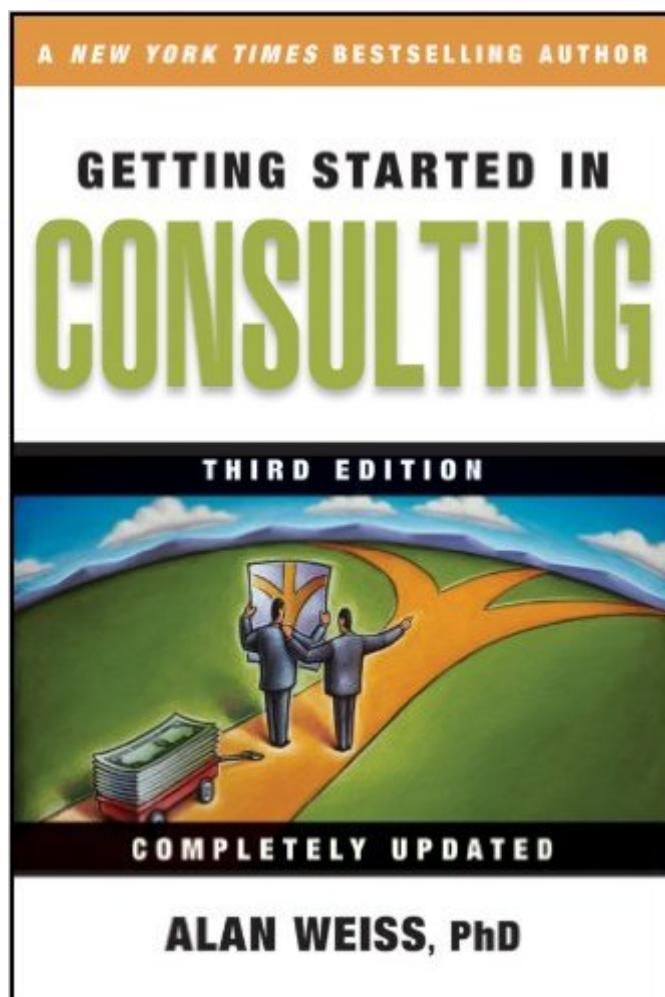


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# Getting Started In Consulting



## **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.

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## 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.

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