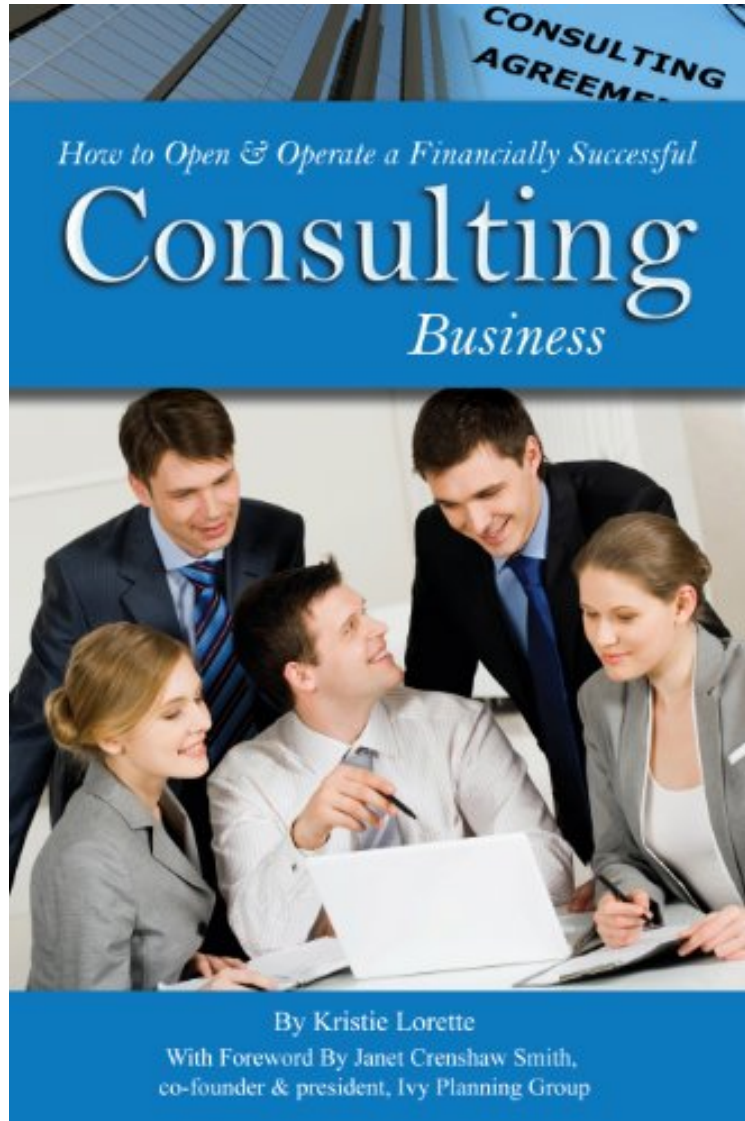


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Kristie Lorette

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0 of 0 people found the following review helpful. Great Resource if You Are Looking To Start Your Own Consulting BusinessBy Michael GriffinHow to Open Operate a Financially Successful Consulting Business is perfect for people who are considering either becoming their own boss or adding extra income on top of their existing job. Before any hasty decisions, author Kristie Lorette has you take a self-assessment test to make sure you are making the right choice. Lorette has 14 years of experience and she walks you through the process - from determining what type of

consultant you should be to finding the right office space to surrounding yourself with the right people to business plans. She also walks you through what fees you could charge, managing your time so you can be effective for your clients, managing your expenses and how to build your brand, among other things. There are also case studies of successful consultants from different fields. She writes in a clear style that is neither too esoteric nor too simplistic and a checklist prefaces each chapter so you know what you will need to focus on. The book is 282 pages, hardly an intimidating read and there is even a companion CD-ROM that has a business plan template that you can use in Word. It's not a book that promises you the moon, but it can help you build the rocket ship to reach your goals. 0 of 0 people found the following review helpful. I have not used the CD yet, but based ...By LCGWI have not used the CD yet, but based on the cost, it was worth the CD. The material is a little dated, but I really needed help with the Business Plan. This book offers it and some additional information that I needed. Received item in timely manner, approximately 4 days from purchase.

Companies, organizations, or individuals hire consultants to provide advice to themselves or to clients for a fee to help solve a particular problem or provide certification within the area of their expertise. A recent survey by the Association of Management Consulting Firms found entry-level consultants earn an average of \$65,000 annually while senior partners earn an average of more than \$300,000 (including bonuses and profit sharing). Self-employed business consultants may earn \$35 to \$400 per hour depending on their market. A majority of consultants have gained their expertise from previous employment. There are as many consultants as there are areas of expertise; one thing they all have in common is that they are well paid. The business of consulting is growing rapidly. According to the Bureau of Labor Statistics, consulting in particular business and IT consulting are becoming one of the fastest growing business segments in the U.S. economy. There has never been a better time to start your consulting business and get ahead of the competition. This new book is a comprehensive and detailed study of the business side of providing consulting services. If you enjoy meeting people, having a home-based business, traveling, problem solving, and using your expertise, this may be the perfect business for you. Here is the manual you need to cash in on this highly profitable segment of the service industry. While providing detailed instruction, examples, and case studies, the author leads you through establishing your office, learning how to draw up a winning business plan and provides dozens of forms you will need in your business. You will learn basic cost control systems, the best sales and marketing techniques, and pricing formulas. This book will teach you how to hire and keep a qualified professional staff (if you even need one), to use subcontractors, to deploy word of mouth marketing to get new clients, to use the power of the Internet, to network, get referrals, evaluate consulting opportunities, do your own sales planning, have great customer service, get reimbursed for expenses, proposals, and sales presentations, track competitors, do your own accounting, be certified as a "professional" consultant, increase client satisfaction, develop valuable contacts and resources (including the top professional associations for consultants and magazines), compile monthly profit and loss statements, and prepare taxes. You will be provided IRS requirements, and even get help to set up your computer systems to save time and money. The companion CD-ROM is not available for download with the electronic version of the book but it may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com. Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.