



Getting Started in Consulting

By Alan Weiss

Download now

Read Online 

Getting Started in Consulting By Alan Weiss

A new revision of the successful guidebook for novice consultants Getting Started in Consulting, Second Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income working from a home office. The book also offers key information on how to finance a consulting practice, how to write proposals, how to set up billing and bookkeeping, and more. A new chapter also explains how to get started quickly for those who can't wait to generate cash flow or those who have a cash reserve they are immediately willing to commit.

Alan Weiss (East Greenwich, RI) has consulted with hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, and the Times Mirror Group. He lectures widely and is the author of 12 books.

 [Download Getting Started in Consulting ...pdf](#)

 [Read Online Getting Started in Consulting ...pdf](#)

Getting Started in Consulting

By Alan Weiss

Getting Started in Consulting By Alan Weiss

A new revision of the successful guidebook for novice consultants

Getting Started in Consulting, Second Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income working from a home office. The book also offers key information on how to finance a consulting practice, how to write proposals, how to set up billing and bookkeeping, and more. A new chapter also explains how to get started quickly for those who can't wait to generate cash flow or those who have a cash reserve they are immediately willing to commit.

Alan Weiss (East Greenwich, RI) has consulted with hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, and the Times Mirror Group. He lectures widely and is the author of 12 books.

Getting Started in Consulting By Alan Weiss Bibliography

- Sales Rank: #1732001 in eBooks
- Published on: 2008-05-02
- Released on: 2008-05-02
- Format: Kindle eBook

 [Download Getting Started in Consulting ...pdf](#)

 [Read Online Getting Started in Consulting ...pdf](#)

Editorial Review

From the Back Cover

Consulting is clearly one of today's most rapidly growing and changing fields, with total worldwide revenues expected to reach over \$100 billion in the year 2001. With more companies outsourcing many functions and a growing population of professionals pursuing the dream of self-employment, there is a great demand for information on how to start a consulting practice.

This book provides focused, practical guidance on beginning a consulting business that teaches you how low overhead and a high degree of organization can translate into a six-figure income—in many cases, while working from a home office. Along with a wealth of helpful charts and tables, here is comprehensive coverage of essential areas such as:

- How to finance a consulting practice
- Marketing consulting services to corporate clients
- Writing proposals that sell
- Legal requirements for consulting practices
- Fee setting, billing, bookkeeping, and more

From downsized managers and executives, to retired professionals seeking a second career, consultants in large organizations who want their own practice, employed managers seeking greater employment security, to entrepreneurs, MBA and similar graduates who desire an independent future, and those who seek to establish a part-time practice, *Getting Started in Consulting* will prove an invaluable resource to attaining their goals.

About the Author

ALAN WEISS, PhD, has consulted with hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, Chase, American Press Institute, and Times Mirror Group. He lectures widely and appears regularly on radio and television to discuss productivity and performance. Weiss is also the author of twelve books, including the highly acclaimed *Million Dollar Consulting*.

Users Review

From reader reviews:

Clementine Frazier:

Information is provisions for people to get better life, information presently can get by anyone at everywhere. The information can be a expertise or any news even a problem. What people must be consider whenever those information which is inside former life are difficult to be find than now is taking seriously which one is acceptable to believe or which one the actual resource are convinced. If you have the unstable resource then you understand it as your main information you will have huge disadvantage for you. All of those possibilities will not happen inside you if you take *Getting Started in Consulting* as the daily resource information.

Hal Clemens:

Reading a publication tends to be new life style in this era globalization. With examining you can get a lot of information that can give you benefit in your life. Using book everyone in this world can certainly share their idea. Books can also inspire a lot of people. Many author can inspire their own reader with their story as well as their experience. Not only situation that share in the textbooks. But also they write about the information about something that you need illustration. How to get the good score toefl, or how to teach your sons or daughters, there are many kinds of book which exist now. The authors nowadays always try to improve their expertise in writing, they also doing some study before they write to their book. One of them is this Getting Started in Consulting.

Keven Peterson:

People live in this new time of lifestyle always make an effort to and must have the free time or they will get wide range of stress from both everyday life and work. So , when we ask do people have time, we will say absolutely of course. People is human not really a robot. Then we ask again, what kind of activity have you got when the spare time coming to you of course your answer may unlimited right. Then do you try this one, reading textbooks. It can be your alternative within spending your spare time, the book you have read is Getting Started in Consulting.

Lorenzo Lowe:

This Getting Started in Consulting is great reserve for you because the content that is certainly full of information for you who always deal with world and possess to make decision every minute. This book reveal it details accurately using great organize word or we can claim no rambling sentences in it. So if you are read that hurriedly you can have whole info in it. Doesn't mean it only will give you straight forward sentences but tough core information with splendid delivering sentences. Having Getting Started in Consulting in your hand like obtaining the world in your arm, data in it is not ridiculous 1. We can say that no publication that offer you world in ten or fifteen tiny right but this guide already do that. So , this is certainly good reading book. Heya Mr. and Mrs. busy do you still doubt which?

Download and Read Online Getting Started in Consulting By Alan Weiss #VXZCTLRIU4B

Read Getting Started in Consulting By Alan Weiss for online ebook

Getting Started in Consulting By Alan Weiss Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Getting Started in Consulting By Alan Weiss books to read online.

Online Getting Started in Consulting By Alan Weiss ebook PDF download

Getting Started in Consulting By Alan Weiss Doc

Getting Started in Consulting By Alan Weiss Mobipocket

Getting Started in Consulting By Alan Weiss EPub