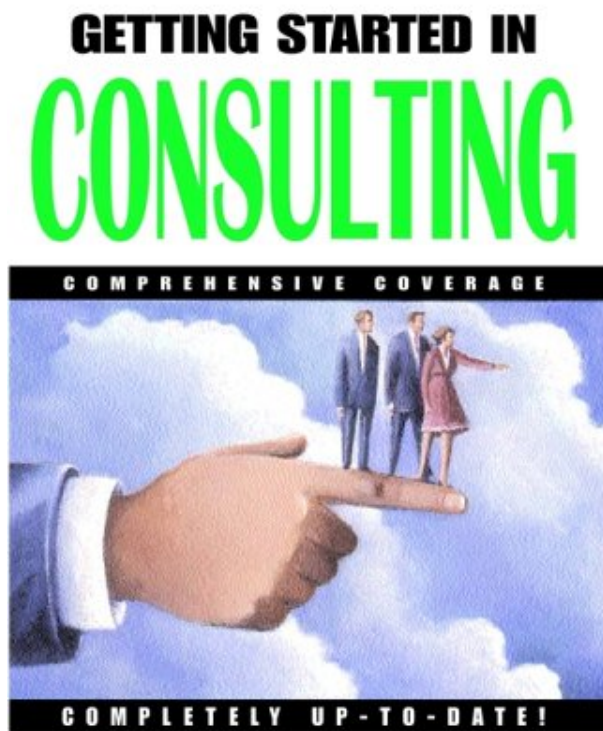


GETTING STARTED IN CONSULTING BY ALAN WEISS



ALAN WEISS, PhD

**DOWNLOAD EBOOK : GETTING STARTED IN CONSULTING BY ALAN WEISS
PDF**



GETTING STARTED IN **CONSULTING**

COMPREHENSIVE COVERAGE



COMPLETELY UP-TO-DATE!

ALAN WEISS, PhD

Click link bellow and free register to download ebook:
GETTING STARTED IN CONSULTING BY ALAN WEISS

[DOWNLOAD FROM OUR ONLINE LIBRARY](#)

GETTING STARTED IN CONSULTING BY ALAN WEISS PDF

This is a few of the advantages to take when being the member and get the book *Getting Started In Consulting By Alan Weiss* right here. Still ask exactly what's different of the other website? We offer the hundreds titles that are produced by suggested writers and publishers, worldwide. The link to buy as well as download and install *Getting Started In Consulting By Alan Weiss* is additionally extremely easy. You might not discover the challenging site that order to do more. So, the method for you to obtain this [Getting Started In Consulting By Alan Weiss](#) will be so simple, will not you?

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*.

GETTING STARTED IN CONSULTING BY ALAN WEISS PDF

[Download: GETTING STARTED IN CONSULTING BY ALAN WEISS PDF](#)

Why must select the inconvenience one if there is very easy? Obtain the profit by buying the book **Getting Started In Consulting By Alan Weiss** below. You will certainly obtain various means making a bargain as well as get guide Getting Started In Consulting By Alan Weiss As understood, nowadays. Soft documents of the books Getting Started In Consulting By Alan Weiss become preferred with the users. Are you one of them? And below, we are providing you the extra collection of ours, the Getting Started In Consulting By Alan Weiss.

When going to take the experience or thoughts types others, book *Getting Started In Consulting By Alan Weiss* can be an excellent resource. It holds true. You can read this Getting Started In Consulting By Alan Weiss as the resource that can be downloaded and install here. The method to download and install is likewise simple. You could check out the web link page that we offer and then acquire the book making an offer. Download Getting Started In Consulting By Alan Weiss and also you could put aside in your very own device.

Downloading and install the book Getting Started In Consulting By Alan Weiss in this site listings can offer you a lot more benefits. It will reveal you the most effective book collections and also completed collections. Numerous books can be discovered in this site. So, this is not only this Getting Started In Consulting By Alan Weiss Nevertheless, this book is referred to check out since it is an impressive publication to offer you much more chance to obtain experiences and ideas. This is easy, review the soft documents of the book Getting Started In Consulting By Alan Weiss and you get it.

GETTING STARTED IN CONSULTING BY ALAN WEISS PDF

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.

- Sales Rank: #2143493 in Books
- Published on: 2000-01-15
- Original language: English
- Number of items: 1
- Dimensions: 9.45" h x .76" w x 6.16" l, .0 pounds
- Binding: Paperback
- 272 pages

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*.

Most helpful customer reviews

162 of 167 people found the following review helpful.

For experienced Consultants, too

By Rick Sline

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.

Your office space, office equipment, and software

Legal, Financial and Administrative

The essential components of marketing and selling

In finding the right buyer, don't get stuck with the gatekeeper. A number of very useful techniques are presented to identify and get past the gatekeeper, among them the simple test "If you and I reach agreement today, can we shake hands and begin tomorrow?"

Closing the Sale actually begins much earlier than you would think. By the time the proposal is presented, the sale should have already been made. The relationship building process provides the foundation for the "conceptual agreement on outcomes"; the proposal is just a formality to acknowledge that agreement.

Weiss explains why your proposal should be simple with no "legalese" and short (2-3 pages).

The key to a high-dollar practice is using a win-win pricing model where the client participates in establishing the value to the organization of what the consultant will provide.

Although the section "Forty Ways to Increase Your Fees" is very enticing, it's generally 40 tips to support the results-based approach, although a number of the suggestions could be used to increase the contract amount by expanding the scope/results..

In the latter part of the book keys to maintaining a successful practice are presented along with ways to achieve passive income which can in some cases lead to more active income business.

If you've read through this review to this point - why aren't you reading the book?

55 of 57 people found the following review helpful.

The best startup guide there is

By A Customer

I have been preparing to walk away from a six-figure job and launch a consulting practice for almost a year, and during that time I read every book I could find on that profession. Not that I believe that reading a book is all one needs to do to qualify; rather, it would be foolish not to perform as much research as possible before taking the plunge.

Alan Weiss' books offer the most practical, best-written and truly valuable advice I've found. And this one is the most wide ranging for kicking off a new full-time practice.

And I suspect that like most works that run counter to conventional wisdom, the majority of readers will not perform the necessary "background" marketing activities, will not make their proposals the logical culmination of a collaborative sales process, and will not base their fees on demonstrated value rather than billable time. All the better for those of us who do.

I followed Alan Weiss' guidelines and donated a nine-hour training program to a major non-profit group -- which will not only help some people who desperately need it, but also put me in front of a formidable board of directors for some potentially significant engagements.

Win-win, anybody?

112 of 124 people found the following review helpful.

There are much better books out there

By Maryfields

I'm astounded that this book has sold so well, it's really not that helpful. From the whole book i would say there were 10 pages that were somehow of use to me. It's also not very specific to starting a consulting business, it was more about simply 'starting a business'. A lot of the information i found very patronizing, for example an entire chapter dedicated to what office equipment you may need including printers / fax machines / telephone etc - if you need to read a book to know you are going to need that kind of equipment you really should not be getting into the consultancy business - or any business for that matter. You may be tempted having read other reviews on this to still plump for a copy, i would advise first going to Mr Weiss' website and watching a few of his videos posted there, you'll quickly get an idea of how inane and pointless the information in the book is. That said, Mr Weiss is clearly successful in some capacity, but i'm absolutely convinced that his path to that success has no place in modern consulting methods and practice. The profile pictures he recommends for example are completely off track, his profile picture is a very cringey and cheesy snap of him resting on his Bentley - need i say more? One thing i would give Mr Weiss 5 stars for is simply selling himself, he's done a wonderful job of promoting absolutely nothing. I would strongly recommend going for another book such as 'Flawless consulting' - it really is much more useful for start-up consultants - unless of course you didn't realise you would need a phone to operate your business.

See all 106 customer reviews...

GETTING STARTED IN CONSULTING BY ALAN WEISS PDF

Your impression of this publication **Getting Started In Consulting By Alan Weiss** will lead you to obtain exactly what you precisely require. As one of the impressive publications, this book will offer the existence of this leded Getting Started In Consulting By Alan Weiss to gather. Also it is juts soft documents; it can be your cumulative data in gizmo as well as various other gadget. The crucial is that use this soft data publication Getting Started In Consulting By Alan Weiss to read and also take the perks. It is exactly what we suggest as book Getting Started In Consulting By Alan Weiss will certainly boost your thoughts as well as mind. After that, checking out publication will also improve your life high quality better by taking good activity in well balanced.

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.

This is a few of the advantages to take when being the member and get the book Getting Started In Consulting By Alan Weiss right here. Still ask exactly what's different of the other website? We offer the hundreds titles that are produced by suggested writers and publishers, worldwide. The link to buy as well as download and install Getting Started In Consulting By Alan Weiss is additionally extremely easy. You might not discover the challenging site that order to do more. So, the method for you to obtain this Getting Started

In Consulting By Alan Weiss will be so simple, will not you?