
BECOME A TOP CONSULTANT

*How
the Experts
Do It*

Ron Tepper

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R Barnett

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An Insider's Guide to Building a Successful Consulting Practice Bruce Leslie Katcher, Adam Snyder, 2010 An industrial organizational psychologist consultant and speaker author Bruce Katcher combines his years of experience and insights with real stories from a range of other independent consultants to guide readers on their journey of growing a consulting practice whether they re beginners just starting up or veterans looking for new ways to invigorate their businesses In An Insider s Guide to Building a Successful Consulting Practice you ll learn simple yet powerful strategies for success including how to identify a market and narrow your focus make a smooth transition from employee to independent consultant sell effectively even if you ve never sold before establish visibility through speaking writing and networking set prices based on value develop a marketing strategy and divide your time between marketing and delivering your services and much more With applicable data and tangible advice gleaned from the survey results of professionals in a diverse range of industries you ll not only learn how to keep plenty of work in your pipeline you ll be able to adapt your consulting practice to thrive in any market

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