

Getting Started In Consulting Alan Weiss

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Infosec Rock Star - Ted Demopoulos 2017-06-13

Have you noticed that some people in infosec simply have more success than others, however they may define success? Some people are simply more listened too, more prominent, make more of a difference, have more flexibility with work, more freedom, choices of the best projects, and yes, make more money. They are not just lucky. They make their luck. The most successful are not necessarily the most technical, although technical or "geek" skills are essential. They are an absolute must, and we naturally build technical skills through experience. They are essential, but not for Rock Star level success. The most successful, the Infosec Rock Stars, have a slew of other equally valuable skills, ones most people never develop nor even understand. They include skills such as self direction, communication, business understanding, leadership, time management, project management, influence, negotiation, results orientation, and lots more . . . Infosec Rock Star will start you on your journey of mastering these skills and the journey of moving toward Rock Star status and all its benefits. Maybe you think you can't be a Rock Star, but everyone can MOVE towards it and reap the benefits of vastly increased success. Remember, "Geek" will only get you so far . . .

Stand Out - Dorie Clark 2015-04-21

Standing out is no longer optional Too many people believe that if they keep their heads down and work hard, they'll be recognized on the merits of their work. But that's simply not true anymore. "Safe" jobs disappear daily, and the clamor of everyday life drowns out ordinary contributions. To make a name for yourself, to create true job security, and to make a difference in the world, you have to share your unique perspective and inspire others to take action. But in a noisy world where it seems everything's been said—and shouted from the rooftops—how can your ideas stand out? Fortunately, you don't have to be a genius or a worldwide superstar to make an impact. Drawing on interviews with more than fifty thought leaders in fields ranging from business to genomics to urban planning, Dorie Clark shows how these masters achieved success and how anyone—with hard work—can do the same. Whether it's learning to ask the right questions, developing and building on an expert niche, or combining disparate fields to get a new perspective, Clark outlines ways to develop the ideas that set you apart. Of course, having a breakthrough insight is only half the battle. If you really want to share your ideas, you have to find a way to build an audience, communicate your message, and inspire others to embrace your vision. Starting small is fine; Clark provides a step-by-step guide to help you leverage your existing networks, attract new people to your cause, and, ultimately, build a community around your ideas. Featuring vivid examples based on interviews with influencers such as Seth Godin, David Allen, and Daniel Pink, Clark shows you how to break through and ensure that your ideas get noticed. Becoming a thought leader in your company or in your profession is the ultimate career insurance. But—even more important—it's also a chance to change the world for the better. Whatever your cause, perspective, or point of view, the world can't afford for the best ideas to remain buried inside you. Whether it's how to improve the educational system or how to make your company more efficient, your ideas matter. The world needs your insights, and it's time to be bold.

How to Acquire Clients - Alan Weiss 2002-04-04

Follow the expert advice in this book--the fourth in The Ultimate Consultant Series--and you won't fall victim to the success plateau that undermines many consultants. If you feel that your work has become

easier, it may be that you're not climbing "up" but rather moving laterally. And, sooner or later, your plateau will begin to erode and you'll find yourself on a decline. In *How to Acquire Clients*, Alan Weiss, internationally recognized consultant and author of the best-selling *Million Dollar Consulting*, shows you how to continue to move "up the mountain."

Thrive! - Alan Weiss 2010-01-01

The Ultimate Consultant - Alan Weiss 2001-04-02

The Ultimate Consultant--the first book in a series written for experienced practitioners--is filled with helpful interviews and vignettes from an array of successful consultants from around the world, and offers the templates, examples, information, and tools you need to transform your business. This essential, hands-on resource includes: * Forty tips that can increase your fees--tomorrow * Ten tested techniques for springboarding to potential clients * Information on how you can make money while you sleep with newsletters, audio and video, commercial and self-publishing * Ten-criteria to test peer-level collaborators * The simplest, most effective time management tool ever * 50 techniques to enhance life balance With this indispensable resource as your guide you can learn how to become an ultimate consultant and take your business to new heights!

Getting Started in Consulting - Alan Weiss 2019-04-02

The definitive guide to getting out of the office and getting into consulting *Getting Started in Consulting*, Fourth Edition is the acclaimed real-world blueprint to professional and financial freedom. For nearly two decades, this invaluable resource has helped thousands of people quit the daily grind and become their own boss. This practical and motivational guide provides the tools and knowledge to control your future and secure your fortune. From establishing goals and sorting out the legal and financial paperwork, to advanced marketing strategies and relationship building techniques, this indispensable book offers step-by-step instructions for you to establish and grow your own consultancy business. This extensively revised and updated fourth edition includes new and expanded coverage on topics including utilizing informal media, changes in legal and financial guidelines, key distinctions of wholesale and retail businesses, and much more. Author Alan Weiss delivers expert advice on how to combine minimal overhead with optimal organization to produce maximum income. Every step in the process is clearly explained, including financing, marketing, bookkeeping, establishing your fees, and more. This guide is a comprehensive, one-stop source for everything you need to prosper in the rapidly expanding world of private consultancy. Adopt a pragmatic and profitable strategy to achieve incredible results from your consultancy business Learn to identify and address the most common issues facing your prospects and clients Leverage technology to reduce labor, maximize profitability, and increase discretionary time Access sample budgets, case studies, references and appendices, downloadable tools and forms, and online resources The modern business landscape presents unique opportunities for those willing to take the leap from corporate offices to home offices. *Getting Started in Consulting*, Fourth Edition is the must-have guide for anyone seeking to cut their own path to their own consulting business.

Consulting Success - Michael Zipursky 2018-10-16

How can you take your skills and expertise and package and present it to become a successful consultant?

There are proven time-tested principles, strategies, tactics and best-practices the most successful consultants use to start, run and grow their consulting business. Consulting Success teaches you what they are. In this book you'll learn: - How to position yourself as a leading expert and authority in your marketplace - Effective marketing and branding materials that get the attention of your ideal clients - Strategies to increase your fees and earn more with every project - The proposal template that has generated millions of dollars in consulting engagements - How to develop a pipeline of business and attract ideal clients - Productivity secrets for consultants including how to get more done in one week than most people do in a month - And much, much more

The Trusted Advisor - David H. Maister 2012-12-11

Beside talent and a sterling portfolio, what can world-class consultants like Deloitte & Touche, Societe General and Towers Perrin boast has helped them achieve success in our entrepreneurial economy? They all have the inside track on the indispensable "Trusted Advisor" model for client relationships, created by renowned experts Charles Green and Robert Galford. Now Green and Galford have teamed up with the acclaimed David Maister in order to help their latest high-profile, fast-forward client: you. In this straightforward guide, Maister, Green and Galford show readers that the key to professional success goes well beyond technical mastery or expertise. Today, it's all about the vital ability to earn the client's trust and thereby win the ability to influence them. In these high risk times, trust is more valuable than gold. With this critical, highly detailed and accessible resource, readers will learn the five crucial steps for developing, managing and improving client confidence. For both emerging and established entrepreneurs and consultants, THE TRUSTED ADVISOR is the first truly indispensable business book of the decade.

Life Was Never Meant to Be a Struggle - Stuart Wilde 1998-04-01

Stuart helps you identify the cause of struggle in your life and shows you how to eliminate it quickly. Your heritage is to be free. To achieve that freedom, you have to move gradually from struggle into free FLOW.

Alan Weiss on Consulting - 2013-09-01

Alan Weiss on Consulting is a new book of unrehearsed, live conversations with Chad Barr, the technology guru for Solopreneurs, Linda Henman, the CEO Coach and a leadership performance expert, and international consultant Aviv Shahar. It is a comprehensive overview of Alan's approaches to consulting.

Organizational Consulting - Alan Weiss 2003-04-21

The expert guide to effective internal consulting This book guides internal consultants through the steps necessary to bolster their credibility, build relationships within the organization, develop internal marketing abilities, and apply proper methodologies to their work. Alan Weiss, an experienced consultant, provides practical techniques the internal consultant, internal human resources practitioner, and any other internal change agent can use to excel at work, advance their careers, and become valued assets to their organizations. Some of the major subjects covered include setting up the proper environment for success and establishing peer-level interactions. Alan Weiss, PhD (East Greenwich, CT), has consulted with hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, and Chase. He lectures widely and appears regularly on radio and television to discuss productivity and performance. He is the author of twelve books, including Getting Started in Consulting (Wiley: 0-471-38455-0), The Ultimate Consultant (Jossey-Bass: 0-7879-5508-6), How to Acquire Clients (Jossey-Bass: 0-7879-5514-0), and Process Consulting (Jossey-Bass: 0-7879-5512-4).

The Complete Guide to CONSULTING ENGINEERING - John Gaskell 2015-01-01

In essence, readers discover "step-by-step" how to start & manage an "outstanding" Engineering Practice and exactly how to gain a reputation as an expert in their specialty. This is both a handbook for new engineers and a constant reference manual for seasoned professionals. The book is divided into "five parts" Preparation; Planning; Implementation; Managing; and Cashing Out. PREPERATION includes: Selecting a collage. Make sure that it has the right accreditation to allow you take the Professional Engineering license exam. (ABET-EAC accredited) Take the EIT exam. In your senior year at college, while the fundamentals of engineering are still fresh in your mind. Gain experience. A minimum of four (4) years of "certifiable" experience in engineering work. Join engineering societies. Become an officer; make contacts; gain credentials; and build a reputation in the industry. PLANNING includes: Recognize opportunities. Buying an existing practice; starting upon another engineer's retirement; becoming a partner in an existing firm;

or hanging out your shingle. Consider ownership options. Carefully consider the pros & cons of being on your own verses having partners. Choose Specialties. Choosing between being a "single-discipline" or "multi-discipline" firm. Prepare a Business Plan. Learn how to write a "Business Plan" including how to estimate expenses & income for both start-up and your first year. Apply for a Business Loan. Discover the secrets to getting a Business Loan IMPLEMENTATION includes: Pre Start-up "Check List." Once you have made the GO decision, find out the initial steps to take & things to avoid. Start-up "Check List." Discover how to actually start your practice step-by-step. MANAGING includes: Acquiring service. Learn how to select the right Attorney & CPA and obtain the insurance coverage needed. Marketing. Discover the marketing materials & methods that will keep your firm busy. Expert. Learn the secret of gaining a reputation as an "expert" by publishing technical articles. Fees. Uncover the mysteries of preparing winning & profitable fee proposals. Forensic Engineering. Find out how to make this interesting & profitable litigation specialty part of your engineering practice. CASHING OUT includes: Selling your firm. Learn how to sell your practice for the maximum profit and retire comfortably. ###"

Performance Consulting - Dana Gaines Robinson 2015-06

NEW EDITION, REVISED AND UPDATED In America, organizations spend \$175 billion in training initiatives and more than \$500 billion in human resource solutions every year yet often have little to show for it. One reason is that people "jump to solutions" before they identify the causes of the problem. Performance consultants are effective because they partner with clients to clarify business goals and determine root causes for gaps between desired and current results. Only then are specific solutions agreed upon and implemented. This third edition of the classic book that introduced performance consulting adds a wealth of new material. There are new case examples throughout and four new chapters providing detailed steps for measuring results from performance consulting initiatives on five different levels, including ROI. The book includes a never-before-published Alignment and Measurement Model, allowing you to connect organizational needs and performance consulting initiatives designed to address those needs with the appropriate level of measurement. This remains a profoundly practical book, featuring tools, models, and checklists. It will enable you to make a difference in your organization that is valued, measurable, and sustainable.

Million Dollar Consulting Proposals - Alan Weiss 2011-10-14

Bestselling author of Million Dollar Consulting share the secrets of writing winning proposals Intended for consultants, speakers, and other professional services providers, Million Dollar Consulting® Proposals ends forever the time-consuming and often frustrating process of writing a consulting proposal. It begins with the basics—defining these proposals and why they are necessary—and coaches you through the entire proposal process. In this book, you'll learn how to establish outcome-based business objectives and maximize your success and commensurate fees. From bestselling author Alan Weiss, Million Dollar Consulting Proposals delivers step-by-step guidance on the essential element in creating a million dollar consultancy. Outlines the nine key components to a Million Dollar Consulting proposal structure Presents a dozen Golden Rules for presenting proposals Offers online samples, forms, and templates to maximize the effectiveness of these tools The New York Post calls bestselling author Alan Weiss "one of the most highly regarded independent consultants in America." Alan Weiss's expert guidance can lead your consulting business to unprecedented success, and it all starts with a million dollar proposal.

Fearless Leadership - Alan Weiss 2019-12-11

The intent of this book -- the author's goal for you -- is to understand the baseless underpinnings of almost all our fears. You read that correctly -- almost all our fears -- and therefore to discard them. The author has expertly coached leaders and managers in the discovery of, examination of, elimination of, and sustained freedom from fears. We all know people who are charming and articulate, but flounder on a stage addressing colleagues; musicians who master intricate scores but can't play the basics when asked to solo; athletes who "choke"; business people who are strong until it comes time to ask for the business; people who consistently feel like "imposters." We are far better at dealing with external, tangible fears than our own imagined ones. We purchase insurance, watch the safety demonstrations, know how to use the Heimlich Maneuver. But those are responses to rare and often never-occurring emergencies. Our mythical and monstrous fears are daily dark clouds, masking our talents no less than depression or guilt. It's time to

realize there is no monster under the bed, never has been, and never will be without having to check nightly and without needing a weapon on the night table. Picture yourself freed of restraints that you could never properly articulate and were loath to discuss, but which you carried on your shoulders constantly, a dead weight, nonetheless. Essentially, this book is for entrepreneurs, business owners, and those who seek a better position for themselves and their talents, but who procrastinate, delay, and hang back. It's about isolating and overcoming the internal fears that we generate every day like a geyser, triggered by time, events, or shifts in the environment. We are our own worst enemies and we ignore the practical remedies to escape fear because we use our energies instead on blaming everyone else.

Unleashed Leadership - Dan Weedin 2020-02-14

A book for all business leaders who want to maximize their unique potential, realize their full talent and live a more rewarding and enriched life. Just as an unleashed dog can more fully attain freedom by escaping its yard, leaders can also become Unleashed from the often self-inflicted restrictions to their potential. By accomplishing this, they set the stage to create similarly Unleashed cultures in their own organizations, thus affecting many others. Unleashed is a comprehensive guide to and resource for enhancing skills, radically improving employees' abilities to overcome obstacles, and creating a strategic plan to sustain the zeal for pursuing new opportunities. Regardless of the stage of your career, this book will provide tactics to leverage employee skills and do more than you have ever imagined. You'll Learn How To Rapidly build your self-confidence as a leader and the self-confidence of those around you. Guide and mentor others to maximize their talents and skills. Improve organizational performance and results. Enhance your most critical leadership skills: language, public speaking, influence, conflict resolution, time management, life balance, and effectively dealing with a diverse group of people. Implement strategies for improving organizational culture, employee morale, and employee engagement. Create internal and formal programs for mentoring, coaching, and accountability. Leverage technology to enhance relationships, increase discretionary time, and add value to your career and life. Sustain momentum and success personally, professionally, and for the organization.

Suddenly in Charge - Roberta Chinsky Matuson 2011-01-16

New 2nd edition is now available. As companies reorganize and reengineer, thousands of people are finding themselves tossed into management every day. "You may go to bed as a member of the team and wake up to find yourself suddenly in charge," says Matuson. The key to success is managing effectively both up and down the line of organization--this first edition of Suddenly in Charge provides a unique approach with two books in one: read it in one direction and you'll find all the tips and tools you need to manage down, establishing credibility with your team and leading in a way that both builds rapport and garners respect. Flip the book over and you'll find success strategies for managing up, interacting successfully with your bosses and developing strong relationships. In the Managing Up side of the this book, you will learn how to manage your relationships and responsibilities as an employee, including how to understand the boss's style of management; deal with dictatorial, indecisive or otherwise difficult bosses; promote yourself; ask for raises; and know when it's time to leave a position. With key learning points, real-life examples and proved strategies for effective communication, Managing Up helps you navigate the world of office politics while staying true to yourself. The key to success is managing effectively both up and down the line of organization. In the Managing Down side of this book, you will learn how to manage your relationships and responsibilities as a boss, including how to stay sane during conflicts, evaluate performance, and make the hiring and firing process easier and more mutually beneficial. With key learning points, real-life examples and proven strategies for effective communication, Managing Down helps you clearly define your new role and cultivate an environment of engaged, motivated employees.

The Management Consultant - Richard Newton 2010

Guide for professional management consultants showing how to develop skills and attributes for client-centric consulting.

Getting Started in Consulting - Alan Weiss 2009-03-16

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 right—and do it profitably—with Getting Started in Consulting, Third Edition.

The Visible Expert - Lee W. Frederiksen 2014-09-02

What does it take to become a well-known expert in your field - someone other practitioners and the media seek out for leadership and insight? We call these stars Visible Experts . And becoming one is easier than it looks. In this research-based book, you will learn how you or your colleagues can become Visible Experts and leverage this status to drive significant new growth and profits for your firm. You will discover which tools and techniques you need to build your reputation and ascend to prominence. And you will hear from real experts from across the professional services who have climbed from obscurity to the peak of their profession. The Visible Expert is the essential manual for any individual or firm that is ready to take their expertise to the highest level. Based on interviews with over 1,000 experts and buyers of their services, this book will take you higher, faster."

How to Establish a Unique Brand in the Consulting Profession - Alan Weiss 2001-11-08

As an experienced consultant, you'll find this unique book an invaluable aid in establishing the leverage needed to bring highly-qualified prospects and new business to your doorstep. Written by Alan Weiss--an internationally recognized expert in consulting and marketing--this essential resource, the second book in The Ultimate Consultant Series, will help you develop the skills you need to achieve valuable brand recognition quickly and effectively. How to Establish a Unique Brand in the Consulting Profession will help you create a brand that will make you "Number One" in your particular areas of excellence, no matter how broad or narrow. And, perhaps worth the price alone, the book offers a glimpse into the important trends that are shaping the future of branding. "Alan Weiss should be branded as The Consultant's Consultant! His new book, How to Establish a Unique Brand in the Consulting Profession, is another proof of the value of his insights into the marketing and strategy of the consulting profession. He's right on the mark in terms of what consultants typically don't do and certainly need to do to succeed." --William C. Byham, chairman and CEO, Development Dimensions International, Inc. (DDI)

Million Dollar Consulting - Alan Weiss 2009-09-17

The Long-Awaited Update for Building a Thriving Consultancy Completely updated for today's busier-than-ever consultants, this classic guide covers the ins and outs for competing and winning in this ultracompetitive field. You'll find step-by-step advice on how to raise capital, attract clients, create a marketing plan, and grow your business into a \$1 million-per-year firm, plus brand-new material on: Blogging and social networking Global consulting Delegating labor Profiting in a troubled market Retainer business Internet marketing Praise for the previous editions of Million Dollar Consulting: "If you're interested in becoming a rich consultant, this book is a must read." Robert F. Mager, founder and president, Mager Associates, and member of the Training & Development Hall of Fame "Blast out of the per diem trap and into value billing." Jim Kennedy, founder, publisher, and editor, Consultants News "The advice on developing price structure alone is worth a hundred times the price of the book." William C. Byham, Ph.D., author of Zapp! "Must reading for those who are beginning a practice or seeking to upgrade an existing practice." Victor H. Vroom, John G. Searle Professor, School of Management, Yale University

Million Dollar Consulting Toolkit - Alan Weiss 2012-06-12

The practical toolbox for readers of Million Dollar Consulting This useful guide provides specific checklists, guidelines, templates, and actual examples for every step of the consulting process. It covers marketing, sales, meetings, implementation, follow-up, invoicing, practice management, insurance, equipment, subcontracting, and scores of other elements. Thousands of people have bought Weiss's Million Dollar Consulting and started their own consultancy. Now, this handy resource goes hand-in-hand to provide all the tools new consultants need to enact all the recommendations and ideas in Million Dollar Consulting. Alan Weiss, PhD (East Greenwich, RI), has consulted for hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, Chase, American Press Institute, and the Times-Mirror Group. He is the author of 12 books, including *Getting Started in Consulting* (0-471-47969-1) and *Organizational Consulting* (0-471-26378-8).

The Language of Success - Kim Wilkerson 2015-11-05

The Language of Success provides pragmatic and practical advice on how to harness the power of language in business and in life. Influencing for results, creating a culture of intelligent inquiry, utilizing critical questioning skills, and managing critical situations are all integral to success in any setting. The concepts, skills, and techniques to achieve results are applicable whether in the office or with family or friends. In this day and age of intense focus on engagement, commitment, and most significantly, results achieved, the readers will benefit by learning thought-provoking key principles, applicable practices, and techniques to leverage and ensure success with the language they use every day.

Escape From Cubicle Nation - Pamela Slim 2009-04-30

Pamela Slim, a former corporate training manager, left her office job twelve years ago to go solo and has enjoyed every bit of it. In her groundbreaking book, based on her popular blog *Escape from Cubicle Nation*, Slim explores both the emotional issues of leaving the corporate world and the nuts and bolts of launching a business. Drawing on her own career, as well as stories from her coaching clients and blog readers, Slim will help readers weigh their options, and make a successful escape if they decide to go for it.

Making it Work - Alan Weiss 1990

Weiss presents some provocative insights into guiding and leading an organization through the successful implementation of one's corporate strategy. He believes that successful strategy includes who manages the strategy, who buys into it, who monitors it, and who supplies after-market support. According to Weiss, most strategies fail and most strategic goals are unmet, not because of poor judgment or fear of change, but because of poor execution. He details techniques and processes that top organizations use, either consciously or unconsciously, to turn thought into action and vision into reality. ISBN 0-88730-412-5: \$24.95.

The Mind of A Consultant - Sandeep K. Krishnan 2021-03-22

Management consulting is seen as a glamorous profession. Behind the mystique are the consultants who put in extraordinary effort, synthesize great problem-solving skills and display fine personal attributes that enable them to capture the attention and respect of their clients. This book opens up to that world through the story of Samanta Thomas, a character based on countless excellent consultants, through whom we get inside the very mind of a consultant and their journey. As you traverse the journey of a management graduate growing to a partner in a top consulting firm, *The Mind of a Consultant* helps you understand various key skills that makes a successful consultant. The real-life experiences of consulting leaders bridge the gap between concepts and practical insights. Problem-solving, management models, financial acumen, client management, leadership, networking and work-life integration—this book hands you the tools to professional career success in a hands-on and easy-to-understand manner.

How Clients Buy - Tom McMakin 2018-03-13

The real-world guide to selling your services and bringing in business *How Clients Buy* is the much-needed guide to selling your services. If you're one of the millions of people whose skills are the 'product,' you know that you cannot be successful unless you bring in clients. The problem is, you're trained to do your job—not sell it. No matter how great you may be at your actual role, you likely feel a bit lost, hesitant, or 'behind' when it comes to courting clients, an unfamiliar territory where you're never quite sure of the line between under- and over-selling. This book comes to the rescue with real, practical advice for selling what you do.

You'll have to unlearn everything you know about sales, but then you'll learn new skills that will help you make connections, develop rapport, create interest, earn trust, and turn prospects into clients. Business development is critical to your personal success, and your skills in this area will dictate the course of your career. This invaluable guide gives you a set of real-world best practices that can help you become the rainmaker you want to be. Get the word out and make productive connections Drop the fear of self-promotion and advertise your accomplishments Earn potential clients' trust to build a lasting relationship Scrap the sales pitch in favor of honesty, positivity, and value Working in the consulting and professional services fields comes with difficulties not encountered by those who sell tangible products. Services are often under-valued, and become among the first things to go when budgets get tight. It is now harder than ever to sell professional services, so your game must be on-point if you hope to out-compete the field. *How Clients Buy* shows you how to level up and start winning the client list of your dreams.

Million Dollar Speaking: The Professional's Guide to Building Your Platform - Alan Weiss 2010-10-08

Make your move into, or improve your position in, the powerful world of professional speaking If you think you have what it takes to speak professionally, or you've already been doing so with insufficient reward, now is the time to make your move. Bestselling business author and Professional Speaking Hall of Fame member Alan Weiss offers the inside advice you need to turn your talent into a high-paying career—from honing your delivery skills to building a business. In *Million Dollar Speaking*, you'll learn the critical skills of Dealing with difficult crowds Creating powerful speeches Targeting high-potential markets Creating a "star" reputation Setting fees that reflect your outstanding value Perfecting platform skills—making —them the best in the business Expanding your business through diversification Weiss has packed the guide with tips, resources, helpful examples, and checklists that make it easy for you to keep a record of your progress. Whether you're a trainer, workshop leader, or consultant, *Million Dollar Speaking* has what you need to get on the paid public-speaking circuit in no time.

Passion Into Profit - Andy Harrington 2015-02-17

It's time to get paid what you're truly worth Although you may not realise it, the knowledge and knowhow you have acquired in your life to date is a truly marketable asset. You've made valuable distinctions because of your passions and have unique empathy and understanding because of your pains. Through this book you will come to understand how other people are ready and willing to pay you money to know what you already know and to do what you can already do. You don't need to be qualified, certified or have letters after your name. Your qualification to do this work is your life experiences, your passion for helping others and your determination to make a difference. Andy Harrington has worked with Richard Branson, Tony Robbins, Robert Kiyosaki, Brian Tracy, Bob Proctor and even Former President of the United States Bill Clinton, and through this book he will show you how to find and shape the message inside of you, and importantly, in such a way that you get paid for sharing your advice. You will also discover how to: Position yourself as an expert so you are seen as an authority. Prepare your advice so it's easy for others to follow. Package your knowledge into programs, workshops, and books. Promote yourself intelligently so you get paid what you are really worth. Perform like a professional with confidence, congruency and charisma. In his debut book Andy shows you how to harness your experiences and turn them into advice for others whilst becoming a person of influence, impact and inspiration. "You have incredible untapped potential - residing within yourself - in your own talents and abilities. This book shows you how to achieve all your goals by focusing on making a difference with what you already have." Brian Tracy, Brian Tracy International

The Unofficial Guide to Power Managing - Alan Weiss 2000-02-18

Provides information on effective management in the age of electronic information and downsizing, including tips on motivating employees, resolving conflict, and evaluating employee performance.

Million Dollar Consulting by Alan Weiss (Summary) - QuickRead

Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries. Top tips from the world's definitive business coach. Wouldn't it be great to have an expert business coach in your pocket? Somebody whose advice is so great, people will pay millions of dollars to receive it? Well,

thanks to the updated fourth edition of 1992 guidebook Million Dollar Consulting, that advice is now yours! Updated to reflect the business concerns of the modern world, Million Dollar Coaching is your guide to success. Packed with actionable top tips for attracting clients and cultivating best practices, Weiss' consulting guide will show you how to become a million-dollar consultant yourself.

Consulting For Dummies - Bob Nelson 2011-01-31

Consulting For Dummies, 2nd Edition includes a reorganization and narrower focus of the topic, with new or updated information that delves into the specifics of running your own consulting business. There is greater emphasis on the business of consulting, along with financial and legal issues involved in setting up a consulting business, deepening coverage of consulting proposals, and entirely new chapters on higher-level consulting issues that more-established consultants are demanding.

Starting up on your own - Mike Johnson 2012-09-26

"I wish this book had been available when I began my independent career. There's only one word for it - PRICELESS!!!" -Shay McConnon, psychologist, trainer, coach, magician and mentor "Grounded in common-sense and humour and very clear about what can send you off track. - Norman Walker, former global head of Human Resources for Novartis, now an independent senior executive coach and consultant on leadership "AMUST read, for anyone thinking about life outside the organisation" - Goran Hultin former Deputy Director General at the ILO (International Labour Office), now a successful independent consultant HOW TO WORK FOR YOURSELF AND MAKE IT WORK Are you thinking of starting up on your own and working for yourself? Do you need to know the nuts and bolts of setting up; marketing yourself and prospecting for new business; keeping things running on a day-to-day basis? Have you already made the leap and want to get more work, new clients, higher fees? This practical, no-nonsense book pulls no punches and gives you all the guidance you need to set yourself up and get work in the first place, plus all the know-how you need to survive, prosper and expand once you're up and running. See the book's website at www.pearson-books.com/startinguponyourownfor up-to-the minute financial and tax information for small businesses and the self-employed. This book was previously known as Smarter Consulting. IF YOU NEVER WANT TO WORK FOR SOMEBODY ELSE AGAIN, YOU NEED STARTING UP ON YOUR OWN! Chances are that if you're looking at this book you are at least thinking about taking the big step of going it alone. Or you're already in business as an independent and you want to get better at it. Well, you've come to the right place. Starting Up On Your Own covers everything you need to get ready to work for yourself and, once you've taken the plunge, how to develop your business and stay the course. If you're not already in business, the first step is to decide if this is the right path for you. To help you with this critical decision, this book takes you through the reality of what's involved and has a unique self-assessment quiz to help you check out your suitability for the independent working lifestyle. You're probably an expert in your chosen field. That's great: you'll be selling your expertise. But when you're working for yourself you have to be good at a whole lot of other things too. Starting Up On Your Own covers everything you need to do to make money and survive as an independent. * Where do I start? * How should I market myself? * How can I get repeat business from my clients? * How do I win new clients? * What should I charge and what do I need to do to make sure I get paid on time? * When can I put up my fees? (And when shouldn't I?) * Can I work from home? * How much will I need to invest? * Should I hire someone else to work for me? * How shall I organise my time? The answers to all these questions and more are right here. What are you waiting for? Mike Johnson began life as an independent, freelance consultant in 1982, before founding a corporate communications firm in Brussels and London, following a career in journalism and corporate communication for multinational corporations. In 1999 he started again as an independent consultant and freelance. This book is about what he has learned on his freelance journey. His focus today centres around the world of work, talent management and corporate communication for both private and public organizations The author of eleven books on business and management issues, including Winning the People Wars, Talent Magnet and The New Rules of Engagement, Mike also developed a series of World of Work studies for the Financial Times and The Economist and for many international corporations and consulting firms. A frequent speaker at conferences and seminars around the globe, he is the founder and chairman of the independent global think-tank the FutureWork Forum (www.futureworkforum.com). Oh, yes, he's also quite good at working for himself!

Million Dollar Maverick - Alan Weiss 2016-10-14

When it comes to how to succeed as an entrepreneur, we are besotted with advice. According to bestselling author Alan Weiss, success is a combination of opportunism, very disciplined work, luck, timing, and ignoring most advice. In other words, it means striking out on your own, original path to success. In Million Dollar Maverick, he explains that entrepreneurs don't take advice, they create value and then monetize it. They do what they love and are great at and find a way to sell it to people. They do not--contrary to "conventional wisdom"--chase money. They attract money. And most of all they think differently, act decisively--and, if talent and timing are with them, succeed quickly. Drawing on over thirty years of experience as a consultant, speaker, and global expert, Weiss shares his story and "Million Dollar Tips," not found in any of his other books, to help entrepreneurs gain influence, build confidence, and develop the critical thinking skills they need to discover the inside track to rapid success

The Everything Start Your Own Consulting Business Book - Dan Ramsey 2009-10-18

Consultants work in all fields. They operate from offices and from home, work for investment firms and as personal trainers, or have expertise as accountants and wedding planners. The independence, flexibility, and potential income it brings make for an exciting and satisfying career. And it's an increasingly popular one for highly skilled, motivated professionals who've been laid off in this unstable economy. This guide features tips and tricks to help beat the competition, including how to: Set—and keep—personal and financial goals Organize important paperwork Price and market specific services Create advertising and publicity plans Grow a business, from finding a partner to managing employees Minimize and eliminate business risks Consultants are paid well for their advice—if they know how to operate a successful business. With advice from experts in a variety of areas, this valuable guide helps you create the business of your dreams!

The Secrets of Consulting - Gerald M. Weinberg 1985

The Secrets of Consulting--techniques, strategies, and first-hand experiences--all that you'll need to set up, run, and be successful at your own consulting business.

The Irresistible Consultant's Guide to Winning Clients - David A. Fields 2017-03-21

This deeply insightful guide to understanding what clients really want is "an indispensable resource for consultants" (Keith Ferrazzi, #1 New York Times-bestselling author of Never Eat Alone). Independent consulting is a potentially lucrative enterprise—but the reality seldom matches the dream. Most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines. The problem, according to international consulting expert David A. Fields, is twofold: 1) lack of a consistent, proven plan, and 2) fundamental misunderstanding about what clients want in a consultant. Fields, who has helped hundreds of consultants and boutique firms worldwide build profitable, sustainable practices, replaces the typical consultant's mindset of emphasizing expertise and differentiated processes with a focus on building relationships, engendering trust, and solving clients' existing problems. In The Irresistible Consultant's Guide to Winning Clients, Fields synthesizes his decades of experience into a step-by-step approach to winning more projects from more clients at higher fees. From nuts-and-bolts business advice and tactics to a deeply insightful breakdown of the human side of a very human profession, Fields, named one of Advertising Age magazine's "Marketing Top 100," delivers a comprehensive guidebook that is at once highly approachable and satisfyingly detailed. "If I could have just one book on client strategy, this book would be it." —Marshall Goldsmith, #1 New York Times–bestselling author of Triggers

Money Talks - Alan Weiss 1997-12-22

Alan Weiss used to give speeches for free. Now his income from professional speaking and its spinoffs totals more than \$1,000,000. In Money Talks, he shows you how to follow him up the steps to the very best - and best - paid-platforms! It's simpler than you think. Through stories, anecdotes, and pointers from his own experience, internationally-known speaker Alan Weiss shows you how you can succeed in today's booming market for public speakers. You'll learn how to choose a topic that people will pay to hear; find audiences that will pay you to speak; deal with a crowd that knows more than you do; turn your expertise as a trainer, workshop leader, or consultant into a professional speaking career (and why you don't necessarily need any special credentials); craft a winning speech; multiply your earnings through passive sales; keep

your costs at rock bottom; overcome your natural fear of public speaking (or: Why dying is only the second greatest fear); develop and enjoy star status as a speaker! Packed with boxed tips, checklists, lists of resources, and plenty of helpful examples, this book is your entree into the lucrative world of professional speaking.

The Talent Advantage - Alan Weiss 2009-05-27

A fun and creative guide to keeping customers ecstatically happy Businesses are used to competing for

market share, inexpensive labor, and time-to-market, but today's biggest competition among top firms may be the war for top talent. Today's best organizations are reaching across traditional geopolitical and cultural boundaries to attract and retain the best and brightest workers. In *The Talent Advantage*, authors Weiss and MacKay tap into their long experience as experts in talent recruitment and retainment to explain why today's business leaders must take firm control of the talent hunting process to ensure great hires. Here, they show leaders exactly how to do that.