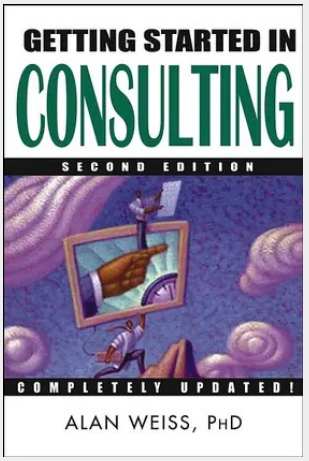
Weiss

Getting Started in Consulting

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 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.



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