



Getting Started in Consulting

By Alan Weiss

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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.

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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

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Barbara Barnes:

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