

The Consultant's Kit: Establishing and Operating Your Successful Consulting Business

Lant, Jeffrey L

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The Consultants Kit Establishing And Operating Your Successful Consulting Business:

The Consultant's Kit Jeffrey L. Lant, 1986 *Starting and Running a Successful Consultancy 3rd Edition* Susan Nash, 2016-01-14 Laid out in a workbook format this book contains a wide variety of exercises ultimately geared towards making consultancy an increasingly profitable enterprise Reading this book will help you to gain a clear understanding of the consulting process and its requirements define and establish a clear strategic direction for your business understand how to raise finances and maintain financial control create and implement an effective marketing strategy and balance ongoing business with attracting new clients Contents Section One Getting started 1 Setting the scene 2 Evaluating your fit 3 What type of consulting business are you running 4 Establishing your business direction Section Two Getting customers 5 Marketing your business 6 Selling your service Section Three Getting money 7 Financing Your Business Section Four Getting organised 8 Organising your business 9 Running your business doing the work 10 Moving into Action **Making a Living Without a Job** Barbara Winter, 2009-07-22 A guide to making money sans job offers insight provoking interactive tests self evaluations charts and checklists as well as numerous anecdotes about people who are successfully self employed If you are ready to stretch your mind to the idea of making a living without a job you ll find plenty of encouragement and practical information here Designing a lifestyle for yourself that nurtures and supports who you are and what you value won t happen instantaneously but this book will certainly make the process simpler and easier for you Becoming joyfully jobless begins with a commitment to self discovery a curiosity about your potential and a willingness to acquire the information and skills that will enhance your work Your way will be unlike anyone else s although you will share a deep camaraderie with others on this path Being your own boss is both heady and humbling but it s seldom boring Barbara J Winter from the Introduction Cash Copy, 2015-03-05 Cash Copy This isn t just a book It s a cash machine that will put money in your pocket every time you use it for the rest of your life Welcome to CASH COPY How To Offer Your Products and Services So Your Prospects Buy Them NOW The money making blockbuster by America s master wordsmith DR JEFFREY LANT EVERY of this unparalleled unique resource will produce money and has been doing so for tens of thousands already CASH COPY is the real deal and you will bless the day you got it and USED IT Written with a single objective in mind to provide you with information that gets your prospects to respond to your marketing communications that is to motivate them to respond to brochures cover letters annual reports media kits flyers ads catalogs free client newsletter and anything else you use to present your products and services Don t copy writers Become a copy writer Get Cash Copy NOW *Consultants & Consulting Organizations Directory* Cengage Gale, 2009-05-12 **Set Up A Successful Small Business: Teach Yourself** Vera Hughes, David Weller, 2010-01-29 Teach Yourself Set Up a Successful Small Business will help you to get your business venture off the ground and turning a profit Arming you with a strategy for success the book will support you through the entire process from getting to grips with business finance to effective marketing Written by small business owners who have been through it all

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