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SMB Consulting Best Practices Harry Brelsford, 2003 SMB CONSULTING BEST PRACTICES acts as your pocket MBA for taking your SMB consulting to the next level Every page offers valuable pointers including strategies for increasing profitability booking more engagements crating long term client relationships and developing a steady stream of inbound referrals Based on the professional services delivery model of finder minder grinder this book will become a trusted and well worn companion as you navigate both the business and technical worlds of SMB consulting Written by a veteran SMB consultant who holds an MBA and MCSE certification SMB CONSULTING BEST PRACTICES effectively delivers practical everyday advice in a conversational and sometime humorous manner But the message is serious The path to becoming a successful SMB consultant leads straight though the strategies within this book **MCSE Consulting Bible** Harry M. Brelsford, 2001-02-15 According to the 1999 Salary Survey conducted by MCP Magazine the average MCSE has 6 8 years of experience The average self employed MCSE consultant with 6 9 years of experience earns 85 000 that s over 8 000 more than the average salary bonus and benefits package of other MCSEs There is ademand for MCSEs who can offer a variety of technical expertise and services and this book will show readers how to create a successful consulting business MCSE Consuling Bible walks readers through the issues to consider when making the decision to start their own consulting business and then offers key advice on each aspect of the business from deciding what services to offer to marketing to maintaining customer relationships Business Review Weekly ,2004 Microsoft Small Business Specialist Primer & 70-282 Exam Preparation Guide Beatrice Mulzer, Harry M. Brelsford, 2005-06-01 Use the world s first book to profile Microsoft s new Small Business Specialist partner program to get on the train and improve your station in life as a small medium business SMB consultant focused on Windows Small Business Server 2003 SBS This book tells you all you need to know to become a Small Business Specialist All of the prerequisite certification exams and the sales assessment are covered in an exam cram format to help you FAST PASS your testing requirements Special emphasis is placed on the 70 282 Designing Deploying and Managing a Network Solution for a Small and Medium Sized Business Don t delay use this SMB and SBS networking book to increase your financial net worth TODAY

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