

Successful Independent Consulting

Douglas Florzak

Successful Independent Consulting:

Successful Independent Consulting Douglas Florzak,1999 Presents a clear road map for starting and maintaining a successful consulting business Whether you are already a consultant or thinking about becoming one this guide has everything you need This book shows you how to Create a business plan Set your rate Select the legal form of your business Set up retirement funding Choose appropriate insurance Market on the Internet Understand basic record keeping Also included is a recommended resource list and sample worksheets to help you start and maintain your consulting business If you are an experienced professional at a crossroads in your career this book can point you in the right direction

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necessary know how including samples and case studies this book should be in the library of every person who has thought about or is running a consulting business **Independent Consulting** Elijah M. James, 2000-12-22 Independent Consulting The Definitive Guide is neither a manual on consulting exclusively nor a textbook on consulting exclusively Instead it is a combination of both If you are interested in consulting as an accountant the book does not provide you with the necessary accounting skills It assumes that you are already appropriately qualified as an accountant However it does provide the consulting skills that will help to make you a successful independent consultant in accounting **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 guiz 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

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