

# 12 STEPS TO STARTING YOUR SUCCESSFUL *Consulting Business*



# How To Start And Run A Successful Independent Consulting Business

**Mary Ellen Bates**



## **How To Start And Run A Successful Independent Consulting Business:**

**Start and Run a Successful Independent Consulting Business** Douglas B. Hoyt, 1997 Packed with all the 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

*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

**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

**Successful Independent Consulting: Relationships That Focus on Mutual Benefit** Johanna Rothman, 2023-04-30 Is Independent Consulting Your Next Role You've been successful inside organizations and now it's time to extend that success to potential clients But you don't want to be a smarmy marketer Instead you'd like your clients to ask for you by name Look no further This practical guide to building your consulting engine and creating systems for your business has everything you need to become a successful independent consultant You'll learn how to Assess your value so you can choose which problems to solve for your ideal clients Attract clients with continual content marketing Create relationships with people across the client organization and with other consultants Set reasonable fees Create and manage your intellectual property Learn from the engagement to reassess your value And much more As you consult you can assess and change your business model for the flexibility you need for your business Buy this book to start now Become a successful independent consultant on your terms

**Streetwise Independent Consulting** David Kintler, Bob Adams, 2002-06-01 A Simon Schuster eBook Simon Schuster has a great book for every reader

**The Consultant as an Instrument of Change** Jacqueline M. Edwards, 2008 The consultant is a creative thinker far sighted imaginative and inventive and not afraid to take risks This book examines some of the

characteristics of the consultant in a social change environment      *Becoming an Independent Security Consultant* Michael A. Silva, CPP, CSC, 101-01-01

The demand for security consulting services is at an all time high. Organizations of all types face unprecedented challenges in dealing with workplace violence, internal and external theft, robbery, and crimes of all varieties. These organizations need help in dealing with these challenges and are reaching out to independent security consultants to assist them. Operating an independent security consulting practice can be a profitable and rewarding business for those with the right skills. Many people retiring from law enforcement, military, or security careers would like to enter the security consulting profession but don't know how. These people have extensive skills in security and loss prevention but don't know how to translate these skills into a successful security consulting practice. While they have some idea about the type of services that they would like to provide, they have no idea of how to go about selling these services, what to charge for them, or how to run a profitable security consulting business. It is for these people that this book was written. Within this book, Michael A. Silva, an independent security consultant with over thirty years of experience, provides practical how-to advice on how to start and run a successful security consulting practice. Pulling no punches, Michael tells what it takes to be a successful security consultant and explains why so many new security consultants fail within the first eighteen months.

Chapters in this book include:

- Chapter 1: What is an Independent Security Consultant
- Chapter 2: A Week in the Life of a Security Consultant
- Chapter 3: The Skills needed to be Successful
- Chapter 4: Planning Your Consulting Practice
- Chapter 5: Determining What and How to Charge
- Chapter 6: Selling Security Consulting Services
- Chapter 7: Proposal Writing for the Security Consultant
- Chapter 8: Selling to Government Agencies
- Chapter 9: Selling to Architects and Engineers
- Chapter 10: Security Consulting Services That Sell
- Chapter 11: Creating a Business Plan
- Chapter 12: Taking the Plunge
- Chapter 13: Taking Your Practice to the Next Level
- Chapter 14: Continuing Education
- Chapter 15: Avoiding Pitfalls and Common Mistakes

This book is crammed with practical tips based on the actual day-to-day experiences of a working security consultant. Within this book, Michael tells you what works and more importantly, what doesn't work. This book is specifically written for the person starting a one-person security consulting practice and answers questions such as:

- What types of skills do I need to be successful?
- What types of licenses and certifications do I need?
- What should I name my business?
- Do I need a website?
- What types of insurance do I need?
- Should I rent an office or work out of my home?
- How much should I charge?
- How do I sell my services and get consulting jobs?
- How do I write a proposal?
- What consulting services should I offer?
- How much money do I need to get started?
- What steps should I take before I quit my present job?
- Can I start my consulting practice part-time while I'm still working?
- How do I grow my practice and take it to the next level?
- What are some common mistakes made by new consultants, and how can I avoid them?

About The Author: Michael A. Silva is an independent security consultant that has over forty years of security industry experience. Michael founded Silva Consultants, his independent security consulting and design firm, in 1985. In late 2001, Michael suspended the operations of Silva Consultants to accept a position with Kroll, the world's

largest security and risk consulting company From 2001 to 2006 he managed Kroll s security consulting and engineering practice in Seattle and was responsible for projects throughout Washington Oregon California and Nevada In 2007 Michael resigned his position with Kroll and resumed the operations of Silva Consultants

**Start and Run a Profitable Consulting Business** Douglas A. Gray,2004 Every year the demand for consultants of all kinds increases as organisations become leaner and more compact and outsourcing more commonplace This fully revised new edition provides essential information and practical step by step guidance on starting and developing a successful consulting practice It contains expert advice on the process of consultancy in terms of marketing and selling activities and how to conduct assignments Also covered is how to run a consultancy as a business including setting up business planning record and administrative systems and legal taxation and insurance considerations Essential reading for the would be consultant it has much to offer the established practitioner too

**How to Open and Operate a Financially Successful Consulting Business** Kristie Lorette,2011 Companies organizations or individuals hire consultants to provide advice to themselves or to clients for a fee to help solve a particular problem or provide certification within the area of their expertise A recent survey by the Association of Management Consulting Firms found entry level consultants earn an average of 65 000 annually while senior partners earn an average of more than 300 000 including bonuses and profit sharing Self employed business consultants may earn 35 to 400 per hour depending on their market A majority of consultants have gained their expertise from previous employment There are as many consultants as there are areas of expertise one thing they all have in common is that they are well paid The business of consulting is growing rapidly According to the Bureau of Labor Statistics consulting in particular business and IT consulting are becoming one of the fastest growing business segments in the U S economy There has never been a better time to start your consulting business and get ahead of the competition This new book is a comprehensive and detailed study of the business side of providing consulting services If you enjoy meeting people having a home based business traveling problem solving and using your expertise this may be the perfect business for you Keep in mind it looks easy but as with any business looks can be deceiving To avoid the pitfalls use this complete manual to arm yourself with everything you need including sample business forms agreements and contracts worksheets and checklists for planning starting and running day to day operations and dozens of other valuable timesaving tools of the trade that every entrepreneur should have Here is the manual you need to cash in on this highly profitable segment of the service industry While providing detailed instruction examples and case studies the author leads you through establishing your office learning how to draw up a winning business plan the Companion CD ROM has the actual business plan you can use in MS Word and provides dozens of forms you will need in your business You will learn basic cost control systems the best sales and marketing techniques and pricing formulas This book will teach you how to hire and keep a qualified professional staff if you even need one to use subcontractors to deploy word of mouth marketing to get new clients to use the power of the Internet to network get referrals evaluate

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*Freelance Consultant, The: Your comprehensive guide to starting an independent business* Richard Newton, 2021-04-09 Freelance consulting coaching IT contracting and other self employed professional roles are fast becoming the preferred way to find fulfilling work generate a great income and futureproof careers whilst giving all the benefits and freedoms of being your own boss but few know how to make it really work The Freelance Consultant is the comprehensive guide into turning your expertise into a viable and valuable business With independent consultant Richard Newton you will discover a wealth of insider knowledge as well as a network of other successful advisors willing to share their stories The Freelance Consultant will explain how to Setup run and thrive in your freelance consultant or coaching business Acquire those vital first paying clients Know what it takes to become a successful differentiated and valuable advisor Build your business define your services and set your prices Understand your customers and identify manage and retain key clients Keep developing and continually improving your skills an growing your business Turn from amateur to pro with the help of The Freelance Consultant

Building & Running a Successful Research Business Mary Ellen Bates, 2003 Online research is one of the hottest work from home business opportunities of the decade and this handbook provides the information necessary to launch manage and build a successful research business

**How to Start and Run a Successful Consulting Business** Gregory F. Kishel, Patricia Gunter Kishel, 1996-04-18 The consulting industry is one of the fastest growing business sectors worldwide with new opportunities emerging continually in hundreds of different fields Whatever your area of expertise engineering or employee relations computers or customer service there s likely to be a demand for your consulting abilities Gregory Kishel and Patricia Kishel from the Preface Who needs consultants The answer is simple everyone does Consultants are no longer viewed as a luxury They ve become a necessity in today s constantly evolving business environment And for

millions of career changers recent graduates retirees and former government employees consulting is an excellent way to turn knowledge and experience into a profitable business Now two highly successful consultants provide you with a proven plan for entering and growing in this lucrative field You ll get practical advice on what it takes to succeed as a consultant where the real opportunities are and the types of situations you are most likely to encounter You ll learn all of the aspects of becoming an independent consultant including how to choose a specific field and set up business how to determine fees and market your services how to get referrals and maintain good client relations how to write winning proposals what kinds of insurance you should have how to win government contracts how to enter foreign markets and much much more Packed with step by step guidelines forms and checklists this valuable guide is must reading for both working consultants and anyone interested in starting a consulting business Written for anyone with ideas information or skills to sell this valuable guide shows you how to make the most of your talents putting them to work for yourself and your clients Drawing on their own experiences as management consultants Gregory Kishel and Patricia Kishel offer down to earth advice on what it takes to succeed as a consultant where the opportunities are and the types of situations you are likely to encounter Step by step you will learn all of the aspects of becoming an independent consultant including How to choose a specific field and set up a business How to determine fees and market your services How to get referrals and maintain good client relations What kinds of insurance you should have How to win government contracts enter foreign markets and much more Whatever your area of specialization this indispensable book will give you the information you need to build and maintain a profitable consulting business     Getting Started as an Independent Computer Consultant Mitch Paioff,2009     **How to Open & Operate a**

**Financially Successful Coffee, Espresso and Tea Shop** Elizabeth Godsmark,Lora Arduser,Douglas R. Brown,2014-12-30

The revised second edition of How to Open a Financially Successful Coffee Espresso worksheets and checklists for planning opening and running day to day operations sample menus coffee drink recipes inventory lists sample floor plans diagrams and layouts and dozens of other valuable time saving tools that any coffee entrepreneur should know about This manual demonstrates hundreds of innovative ways to streamline your business Learn new ways to make your operation run smoother and increase performance Shut down waste reduce costs and increase profits In addition operators will appreciate this valuable resource and reference in their daily activities and as a source of ready to use forms websites operation and cost cutting ideas and mathematical formulas that is easily applied to their everyday business     **Independent Medical Coding**

Donna Avila-Weil,Rhonda Regan,2007     Professionalism in Physical Therapy Laura Lee (Dolly) Swisher,Catherine G.

Page,2005-02-15 As the role of the physical therapist widens to include more primary care and diagnostic responsibilities there is a greater need for a single up to date resource that explores professional roles and developments in this changing field This new book is the definitive reference on this important topic This concise book provides information on every vital area important to professionalism documentation law and ethics and leadership all in the context of the five roles of the

physical therapist as defined by the APTA's Guide to Physical Therapist Practice 2nd Edition Readers will find information on the history of professionalism in physical therapy the five roles of the physical therapist Patient Client Manager Consultant Critical Inquirer Educator and Administrator the role of the physical therapist in today's health care system and professional leadership and development Case studies how to lists and tips from the field encourage critical thinking and provide strategies for various issues The book also offers tips on preparing a portfolio determining leadership style and preparing a professional development plan based on the APTA's five roles Develops and defines principles and concepts of professionalism to guide physical therapists in times of change Follows the APTA's Guide and includes quotes and information from this document throughout Offers a comprehensive history of physical therapy with unique information on origins of the profession Offers comprehensive coverage of legal and ethical issues showing how these issues affect the entire practice of physical therapy Discusses billing and reimbursement practices with specific information on how to document and bill as an aspect of practice Defines and explains the role of the consultant both as an autonomous health care provider or as a member of a health care team Features real life case studies and discussion questions at the end of each chapter to encourage practical application of concepts and test readers knowledge Provides end of chapter tips to help readers develop best practices

**Consulting For Dummies** Bob Nelson, Peter Economy, 2011-01-31 A clear concise resource for entering this lucrative career field Consulting For Dummies 2nd Edition includes a reorganization and narrower focus of the topic with new or updated information that delves into the specifics of running your own consulting business There is greater emphasis on the business of consulting along with financial and legal issues involved in setting up a consulting business deepening coverage of consulting proposals and entirely new chapters on higher level consulting issues that more established consultants are demanding

**Franchise vs. Independent** John McGeehan, 2023-01-03 This book will help anyone considering self employment or starting their own business It examines the different methods and options available and provides an impartial review of the advantages and disadvantages of each Some of the options include starting a franchise versus independent business acquiring an existing business versus starting one from scratch what type of entity to create e.g a sole proprietorship versus an LLC what type of funding to seek etc The author provides firsthand experience with real life examples of what has worked or not worked for him He also provides valuable insight on other important areas of business ownership including human resources management marketing legal commercial real estate and eCommerce matters

Start Your Own Virtual Assistant Business The Staff of Entrepreneur Media, Jason R. Rich, 2023-02-07 Ditch the day job and put your organizational acumen to work Virtual Assistants are growing increasingly vital for the modern business with more opportunities to thrive than ever before Not sure where to start The experts at Entrepreneur take it from the top guiding you step by step through the minutia so you can hone in on your unique skill set and clients manage multiple projects and tackle time constraints with ease Part time full time or contract work is welcome with low start up costs and no



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