

《Getting Started In Consulting, Third Edition

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内容简介

More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day.

For almost a decade, Alan Weiss's *Getting Started in Consulting* has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more.

This new Third Edition of *Getting Started in Consulting* is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources:

How to leverage new technologies to lower your business costs and increase your profits

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作者简介

Alan Weiss is a consultant, speaker, and bestselling author. His firm, Summit Consulting Group, Inc., has consulted with such clients as Merck, Hewlett-Packard, GE, and Mercedes-Benz, among many others. His thirty other books include the bestseller *Million Dollar Consulting*.

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