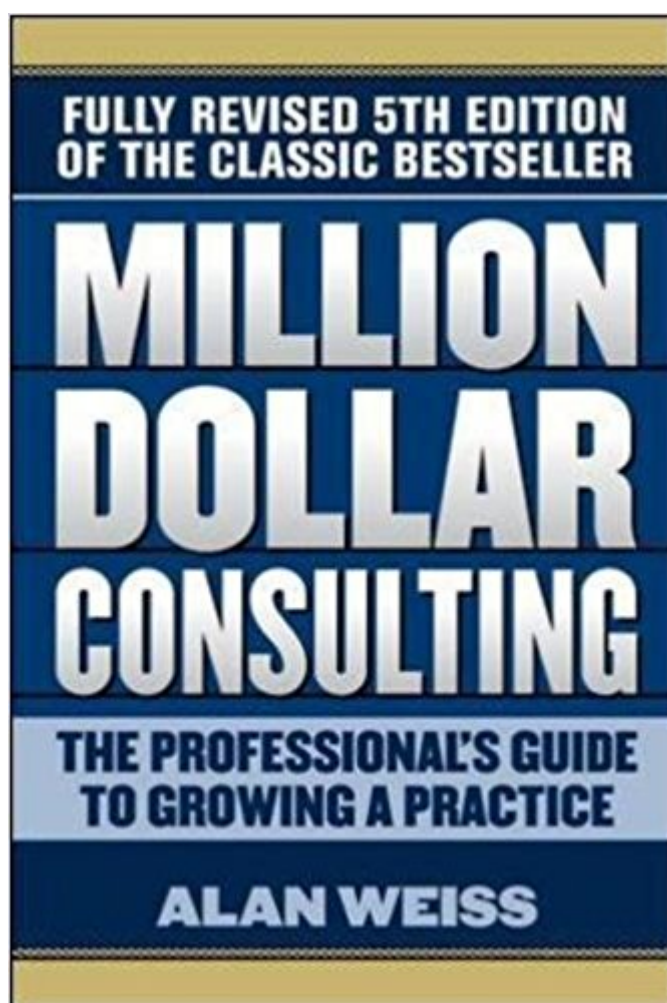


The book was found

Million Dollar Consulting: The Professional's Guide To Growing A Practice, Fifth Edition (Business Books)



Synopsis

Build a thriving consultancy with the updated edition of this classic bestseller Having inspired generations of consultants and entrepreneurs around the world, the “Rock Star of Consulting” Alan Weiss returns with a revised and completely updated edition of his authoritative guide to consulting success. Weiss provides his time-tested model on creating a flourishing consulting business, while incorporating and focusing on the many dynamic changes in solo and boutique consulting, coaching, and entrepreneurship. In addition to guidance on raising capital, attracting clients, and creating a marketing plan, he also gives brand new step-by-step advice on:

- Harnessing today’s global opportunities
- Developing brands across markets
- Creating and licensing intellectual property
- Avoiding the pitfalls of social media
- Landing unsolicited referrals through counterintuitive methods
- Managing and organizing your time wisely
- Succeeding in the face of continuing turbulence

Find out why this book has been the classic go-to for consultants for nearly twenty-five years, and learn how to grow your business into a \$1 million-per-year firm today!

Book Information

Series: Business Books

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Best Sellers Rank: #33,384 in Books (See Top 100 in Books) #16 in Books > Business & Money > Small Business & Entrepreneurship > Consulting #28 in Books > Business & Money > Small Business & Entrepreneurship > Marketing #368 in Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship

Customer Reviews

Alan Weiss is the founder and president of the renowned Summit Consulting Group, Inc. The only non-journalist to receive the Lifetime Achievement Award by the American Press Institute, he is an

inductee into the Professional Speaking Hall of Fame™ and the concurrent recipient of the National Speakers Association Council of Peers Award of Excellence. He has written 60 books that have been translated into 12 languages.

A great book to have for those starting out in the consulting business. Alan has a lot of great items to consider in the book. It is geared more to advice for big business consulting, so it doesn't cover non-profit and education consulting, but still a lot of good information.

Alan is the first and last word on successful consulting. A must have resource for both new and seasoned consultants.

A very practical and insightful read.

Some eye opening concepts on marketing and value billing.

There is a lot of stuff in this book that I'm already doing, which is confirming. But I got a big kick from all the neat ideas connected with the Rainmaker concept. Excellent suggestions. I particularly related to the contrarian idea. I could relate to that in a big way. A great read - very helpful.

must have .. must read book if you believe your knowledge is worth hiring..

Brought this for my son who says it has a lot of useful information.

Awesome!

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