

Complete Guide to Consulting Success: A Step-By-Step Handbook to Build a Successful Consulting Practice, Complete With the Forms and Agreements

Howard Shenson, Ted Nicholas

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A step-by-step handbook to building a successful consulting practice, complete with forms and agreements. The authors reveal secrets that differentiate the truly successful consultants from the also-rans. Readers developing a practice will learn such vital survivals skills as how to build a strong reputation, how to lure prospective clients, how to negotiate contracts, and how to deal with periodic famines. Also includes invaluable tips for more experienced consultants. The book contains dozens of ready-to-use contracts, letters, and forms that will get readers started immediately on the road to higher profits and more satisfied clients.



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