



Getting Started in Consulting, Third Edition (Paperback)

By Alan Weiss

John Wiley and Sons Ltd, United Kingdom, 2011. Paperback. Condition: New. 3rd ed.. Language: English . Brand New Book. Getting Started in Consulting, Third Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income within a year of startup, while working from a home office. Author Alan Weiss also offers key information on how to finance a consulting practice, how to write proposals, how to set up billing and bookkeeping, and more. This newly revised and expanded edition includes a budget sampler : how to best invest \$5,000, \$10,000, or \$20,000 on startup; a brief QA section after each chapter of questions from the first two editions on each topic; a new chapter on leveraging technology; updated references and examples; updated appendices; and free downloadable tools and forms to help readers get started. For Alan Weiss s biography, please see below.



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