

138 QUICK IDEAS TO GET MORE CLIENTS

**A
Consultants' and
Professionals'
Treasury of
Practice-Building
Techniques**

HOWARD L. SHENSON / JERRY R. WILSON

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More 101 Best Home-based Businesses for Women Priscilla Y. Huff, 1998 This book picks up right where 101 Best Home Based Businesses for Women lets off with 101 more businesses women can set up and run successfully from their own homes These operations run the gamut from mail order to the arts franchises to consumer services high tech to health care

Emerging Trends and Issues in Management Consulting Anthony F. Buono, 2009-04-01 The ninth volume in the Research in Management Consulting RMC series much like the volumes that preceded it underscores that management consulting is a multifaceted field with a truly eclectic nature Management consultants range from sole practitioners and those working in small boutique firms to members of global consultancies that literally span the world Their interventions

can consist of relatively simple commonly available services focused on mid to lower level organizational members to those that are far more esoteric in nature providing vital assistance and direction to key players at the upper echelons of the corporate hierarchy As consultants we can have individuals groups and work units or organizations as our client and engagements can be dominated by junior level specialists or guided by senior level gurus and advisors The volume contains 11 chapters that continue the RMC series commitment to enhancing our understanding of and insight into management consulting and the consulting process from a cross cultural global perspective The book is divided into three sections that explore emerging issues and challenges in the management consulting industry trends and techniques in management consulting interventions and reflections on consulting and the consulting process This volume which captures the dual nature possibilities and challenges associated with management consulting adds to the Janus faced portrayal of the field Drawing on the interplay between practice and scholarship the volume adds to the series goal of gaining a fuller understanding of management consulting theory in practice and practice in context in a quest for actionable knowledge about consultants consultancies and the consulting process *Handbook of Human Resources Management in Government* Stephen E. Condrey, 2005-04-18 In this thoroughly updated edition of a classic reference Stephen E Condrey brings together leading experts in public administration and HR management to detail how you can Move beyond your often limited problem solving role as an HR manager and demonstrate how you can play a more strategic role in your organization Deal with crucial issues such as diversity EEO regulations and other legal issues compensation sexual harassment and performance appraisal Expand your ability to maximize productivity efficiency and employee satisfaction Develop budgets use volunteers and employ consultants Also included with purchase is a free supplemental on line Instructor s Manual Order your copy now No Nonsense: Attract New Customers Jerry R. Wilson, 2020-12-12 Your customer centric guide to everything from dealing with that unhappy customer to why not to give up on lost customers This must read book provides you with the mindset tools and techniques you need to successfully prospect for new customers Roger Looyenga chairman CEO ret Auto Owners Insurance For most businesses attracting new customers is a never ending effort anchored in uncertainty frustration and knee jerk reactions No Nonsense Attract New Customers takes the mystery out of creating an ongoing plan with proven tactics to keep the phone ringing and the door swinging The basic concept Attract an endless flood of new customers at little or no cost No Nonsense Attract New Customers demonstrates that you don t have to use expensive and never ending sales events coupled with expensive advertising and energy zapping promotions to turn on a constant never ending flow of new prospects And you don t have to invent any new approaches concepts or buzzwords to do it Just follow some of the 100 proven ideas and discover amazing results fast Wilson spent more than twenty five years researching what his clients small and medium sized businesses need to do to be successful in today s marketplace These powerful ideas work Each is presented in a bite sized package that encourages instant execution No long chapters with endless justifications pontifications philosophy and

personal stories Just 151 great practical ideas any business manager and owner can use to make business increase How much could just one good idea be worth to you It could be worth a fortune How much has McDonald s made by selling millions of Happy Meals Don t overlook the one good idea that could make your business a success **The Best Home Businesses for the 21st Century** Paul Edwards,1999-09-13 This invaluable guide provides comprehensive profiles of more than one hundred hot new businesses that promise the top opportunities for small business people in the future Paul and Sarah Edwards explore the best opportunities for self employment in the next century ranging from being a business network organizer to running a transcript digesting service and provide expert step by step advice on the skills and knowledge needed to startup the start up costs pricing and potential earning the best ways to get new business the advantages and disadvantages of each business the hands on advice of those already in the field In addition to the nearly one hundred businesses profiled an expanded section on The Best of the Rest explores dozens of additional top businesses to watch for The Best Home Businesses for the 21st Century is the smartest most complete book available for anyone looking for right ways to make it on their own **Engineer's Guide to Lifelong Employability** ,1997 **Entrepreneur Magazine's how to Become a Consultant** John Riddle,2001 **Sell Yourself** Fred Berns,1998-04 The Consultants' Survival Guide Marsha D. Lewin,1997-03-28 Practical advice from Marsha D Lewin On success as a consultant Over these decades of consulting the most successful consultants I ve known were self starters whose enthusiasm individualism and drive did not blend with big business norms They saw a problem identified what needed to be done and went on to solve it They didn t wait for committees to pass on the idea and to run it up the corporate ladder for serial approval On surviving in a cyclical economy Plan ahead for the inevitable downturn in the economy That s clearly the way to be in the best position to be able to endure the hard times The down cycle may not be accommodating enough however to hit us after we ve put away all the money we had planned on and will need for the future That s why advance planning strategies must be supplemented by strategies to cope with an existing economic peril And once you ve made it through the dangerous times you ll want to evaluate your situation to ensure that you adjust your strategies from survival mode to those that enable you to plan ahead until the next threat On strategy Strategies are fundamental mental and emotional underclothes visible only to you and yours Our strategic plan is the mooring the underpinning that we use as our target for the tactics with which we deal in our daily lives On controlling expenses I emphasize reviewing your expenses periodically because situations change and pricing of various options changes as well If you make decisions on a never again basis you might find you are paying way too much for the basic services and you are merely causing yourself to work harder to stay in the same place from The Consultant s Survival Guide When businesses government agencies and other organizations are faced with problems they can t solve on their own they turn to you the management consultant for expertise perspective and rational solutions But what happens when your business is threatened by forces you can t control Who helps you put your problems in perspective analyze your

situation and find a remedy Is there a consultant s consultant There is now In her thirty years as a management consultant Marsha D Lewin has seen it all the booms the busts the endless uncertainties She knows that some consultants ride out the tough times with relative ease while others equally talented are quickly overwhelmed In The Consultant s Survival Guide she reveals 14 strategies that will keep your consulting practice going through good times and bad and she offers specific tactics you can use to make sure your strategies succeed You ll learn how to Cut expenses in hard times without undercutting the quality of your services Keep your fees up and your clients smiling Avoid giving away the store when writing a proposal Ensure that your work produces a tangible result for clients Use downtime to build up your business Expand the geographical perimeters of your client base Market your services without spending a dime Develop and maintain a reputation as a competent conscientious reliable consultant Many of the strategies and tactics you ll discover in this book will help boost your profits in any business climate Others are rules to live by that should influence every action of your professional life All are practical steps that you can implement easily to make your practice stronger more profitable and more fit for survival starting today

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