

**THE
CONSULTANT'S**

SURVIVAL

G U I D E

**14 WAYS TO SUSTAIN YOUR BUSINESS
IN A TIGHT ECONOMY**

MARSHA D. LEWIN

Consultants Survival Guide

Matthias Kipping, Timothy Clark



Consultants Survival Guide:

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

The Independent Consultant's Survival Guide Mike Johnson, 2005 Every year

thousands of people like you decide to make the move to independent consultancy and next year hundreds of them will go crawling back to the security of paid employment The problem is simple to succeed at most jobs you have to be good at what you do to succeed as an independent consultant you also have to be good at everything else all those people you used to work with did as well The Independent Consultant's Survival Guide is for people who are serious about becoming a successful independent consultant It provides advice from people who've been there and survived long enough to tell the tale Rather than being a book about how to consult The Independent Consultant's Survival Guide is about how to be a consultant Filled with examples from people who've been incredibly successful some who make a living and some who failed it distills advice and experience into a useful text covering how to get started marketing yourself developing the business and more If you want to make it through your first year see your business prosper and grow and don't want to have to go back and get another job working for somebody else then this book will be an invaluable resource *Consultant's Survival Guide* Max

Traylor,2023-02-21 We the consultants we're successful in business but not living the personal lives we deserve We rationalize our life sacrifices as good problems because we're selfless by nature The truth is if we go down nobody wins We have to start taking care of ourselves first This book contains insights from eight years of interviews with consultants around the world They provide an alternative mindset to the culture of hustle and sacrifice with practical business decisions to back it up *Agency Survival Guide* Max Traylor,2020-05-03 **Das Insider-Dossier: Consulting Survival Guide (4.**

Auflage) Dr. Thomas-Navin Lal,Dr. Ulrich Schlattmann,Dr. Stephanie Wegener,2022-08-01 Der Consulting Survival Guide ein Muss um die ersten Schritte in der Unternehmensberatung erfolgreich meistern zu können Die Bewerbungsphase ist bereits erfolgreich bestanden und nun gilt es sich den Hürden des Berufseinstiegs in dieser Branche zu wappnen Oder stellt sich noch die Frage ob die Beraterbranche überhaupt das Richtige für einen ist Die Neuauflage des Insider Dossier Consulting Survival Guide basiert auf Erfahrungen aktiver und ehemaliger Berater die einen Einblick darüber geben was den Einsteiger in die Unternehmensberatung erwartet welche Fähigkeiten man mitbringen sollte und wie man von Beginn an als Berater überzeugen kann Diese Neuauflage des Consulting Survival Guides ist die perfekte Ergänzung zum Insider Dossier Bewerben bei Unternehmensberatungen dem Ratgeber für alle die mehr über die Consulting Branche erfahren und ihre Karriere strategisch angehen möchten *The Consultant's Quick Start Guide* Elaine Biech,2008-12-03 The Consultant's Quick Start

Guide offers a practical approach to setting up a consulting business Throughout the guide Elaine Biech author of the best selling *The Business of Consulting* shares both her own secrets as well as those of numerous other successful consultants With a focus on the business side of consulting Biech takes you through a painless fill in the blanks step by step process for setting up your consulting firm New sections include Why A Consulting Career Five Reasons Why You May Be a Good Investment How Much Will Clients Pay Your first To Do List What to call your business Creating and writing Business Plans Office Location Options Setting up your office including Furnishing Your Office and planning your Technical Needs

Electronic Records including Monthly Expense Records Revenue Projections and Invoicing Staying Organized including a Session Planner Determining your market niche Creating your marketing plan Developing your website Reviewing your first year with your family Electronic resource list available online Skills And Knowledge Required of Consultants **The New Consultant's Quick Start Guide** Elaine Biech,2019-04-16 An action plan for working as a consultant Management consulting is a 250 billion industry and growing at a rate of over four percent annually Many predict that more than 40 percent of the U S workforce will soon be contingent freelance or consulting members of the workforce making this book more relevant than ever Individuals become independent consultants out of necessity or preference necessity because they lost their job or the company offered an attractive exit package preference because they want a career change more control over their time or an enriched varied work situation Consulting also appeals to the Millennial workforce who are searching for careers that offer a good salary as well as meaningful work The New Consultant s Quick Start Guide Serves as a companion to The New Business of Consulting Provides you with a place to plan your transition into consulting Helps you identify your niche develop a business plan charge what you re worth and create a marketing strategy to ensure a steady stream of clients Prepares you for changes you will encounter beyond your professional life including social family and financial aspects The New Consultant s Quick Start Guide helps you work through the challenges of consulting such as working alone deciding on necessary insurance coverage finding your first clients struggling with cash flow and understanding market trends *Soldier of Fortune 500* Steve Romaine,2002 Romaine an independent consultant who has held high level consulting and managerial positions with many large companies including NationsBank and IBM offers an autobiographical account with people s names changed of his move from employee to self employed consultant with insight provided into business and management decision making and the role of the consultant in the current corporate climate Annotation copyrighted by Book News Inc Portland OR *The Business of Consulting* Elaine Biech,2011-01-13 Designed as the go to reference for managing a consulting business The Business of Consulting is candid practical and eminently useful Fine tuned to address the changes in today s business environment this vital resource outlines the basics for managing a consulting practice and shows how to Develop a business plan Market your business Charge for your services Build a client relationship Grow the business Ensure your continued professional growth Make money in the profession **Freelance Consultant, The: Your comprehensive guide to starting an independent business** Richard Newton,2021-04-22 Freelance consulting coaching IT contracting and other self employed professional roles are fast becoming the preferred way to find fulfilling work generate a great income and futureproof careers whilst giving all the benefits and freedoms of being your own boss but few know how to make it really work The Freelance Consultant is the comprehensive guide into turning your expertise into a viable and valuable business With independent consultant Richard Newton you will discover a wealth of insider knowledge as well as a network of other successful advisors willing to share their stories The Freelance Consultant

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The IT Manager's Survival Guide Rob Aalders, Peter Hind, 2003-03-28 Accessible refreshingly candid but above all helpful this pragmatic guide addresses a real need by dealing with the problems that face the new IT manager By providing a number of practical recommendations and approaches including how to make the transition from technical professional to manager and dealing with people to giving advice and guidance on organization structure architecture and planning approaches this book covers a whole raft of issues essential to managing an IT unit If you have chosen to move from the safe haven of technology to the unpredictable world of management this book could make the difference between success and failure The IT Manager s Survival Guide is well named Aimed at the techie becoming an IT Manager it covers the many alligators of IT management from legacy systems to managing vendors in easy chunks with checklists It also provides the new manager with help to get ahead of the game by including articles from experts on what is wrong with IT management and a set of short reviews of management theorists from Strassman to Mayo I recommend this book for those who would like to buck the trend the average tenure of an IT Manager is about 900 days and run an IT outfit appreciated by customers and staff Gill Ringland Fellow of the British Computer Society and Member of the BCS Management Forum Author of Scenario Planning Managing for the Future

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The Oxford Handbook of Management Consulting Matthias Kipping, Timothy Clark, 2012-03-29 Management consultants of various kinds play an important role in the world of business and other organizations This Handbook provides a comprehensive overview of research and thinking on the role history and function of management consultants

Computerworld , 2003-01-13 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network

A Survival Guide for New Consultants Alvin. Alexander, 2014-01-25 Alvin Alexander worked as a consultant for over twenty years He began at the bottom working for a small salary plus the exciting promise of performance incentives Sadly those incentives didn t come right away In fact they barely came at all during the first year But he kept pushing on and after working 90 hour weeks for 18 24 months and making pretty much every mistake a consultant can make such as offering advice without knowing all the facts or before anyone actually asked for his advice things got

better The short story is that he created his own consulting firm grew his income to over 300 000 per year sold his business and retired before his 45th birthday Here s how Mr Alexander describes A Survival Guide for New Consultants As I wrote this book I kept thinking back to my first years as a consultant the lean years and asked Would this information have helped me I also thought about the employees I hired and how I coached them to prepare for meetings and handle certain situations If I thought a story told an important lesson I included it here In the end this book is for any consultant with ambition It s written for the consultant who wants to be involved in the big decisions the consultant who meets with clients and prospects to discuss their most challenging problems the consultant who makes the big presentations influences decision makers and has happy long term customers It s for the person who aspires to be a partner in a consulting firm or who wants to run his own consulting business Finally with the summary sections cheat sheets at the end of the book you can also use this as a reference manual such as reminding yourself of the important points the night before a big meeting I hope you enjoy this book and I hope it leads to a rewarding fulfilling career All the best Al Note This book was originally published as a Kindle eBook under the name Zen the Art of Consulting *The Computer Consultant's Guide* Janet Ruhl, 1997-07-31

THE COMPUTER CONSULTANT S GUIDE If you re serious about striking out on your own as a computer consultant you don t need a pep talk You need reliable authoritative information that will prepare you for the realities of independent consulting You need to meet experienced consultants who have learned from their own successes and failures and who can teach you what it takes to develop a consultant mentality attract and hold clients set realistic prices collect your money run a business on your own avoid tax problems and much more In this Second Edition of *The Computer Consultant s Guide* Janet Ruhl introduces you to more than 150 practicing computer consultants In their own words these professionals tell you how they feel about their work what problems they commonly encounter which real world solutions worked for them and which didn t You ll even get to listen in on disagreements over touchy subjects such as when to discount rates and whether to insist on a written contract You ll hear both sides of every question and decide for yourself which approach is right for you *The Computer Consultant s Guide* doesn t stop there In excerpts from in depth interviews with leading consultants Ruhl addresses a host of important issues that will affect your day to day life as a consultant and could make or break your future insurance requirements effective image building marketing techniques that work and managing the client relationship New information in this Second Edition includes tax requirements and standard business practices for Canadian U K and European consultants and new tips and tricks from working consultants as well as ideas on how to use the Internet and World Wide Web to support and enhance your business This practical down to earth handbook also includes updated resource lists extensive up to date information based on Janet Ruhl s popular Web based Real Rate Survey IRS rules for establishing independent contractor status and the ICCA s model consulting contract If you re serious about becoming a computer consultant or even if you re just thinking about it this book gives you a clear picture of what you re up against

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adolescents Covering all of the common clinical psychiatric consultation questions that arise in the pediatric hospital this book is designed for both novice trainees approaching their first pediatric consultation liaison psychiatry rotations and advanced and experienced practitioners seeking information on psychopharmacological management of physically ill children Chapters 1-4 provide an overview of pediatric consultation liaison psychiatry including assessment principles and legal and forensic issues Chapters 5-14 are devoted to specific psychiatric symptoms and disorders in physically ill children and adolescents Chapters 15-18 address issues related to treatment and intervention New to the second edition are discussions of catatonia serotonin syndrome neuroleptic malignant syndrome autoimmune encephalitis and pediatric acute onset neuropsychiatric syndrome PANS as well as an overview of fabricated or induced illness symptoms Completely updated to reflect advances in research and treatment options *Clinical Manual of Pediatric Consultation Liaison Psychiatry* provides practitioners with concise and pragmatic ways of organizing the key issues that arise in psychiatric consultation with physically ill children and their families

The Worst-Case Scenario Business Survival Guide David Borgenicht, Mark Joyner, 2009-10-29 This book could save your business Since 1999 the Worst Case Scenario survival handbooks have provided readers with real answers for the most extreme situations Now in a time of economic crisis the bestselling series returns with a new real world guide to avoiding the worst business cataclysms Here you will find solutions for the most dangerous deadly situations your business will ever encounter whether those crises relate to finance human resources strategy sales and marketing or the executive suite This book is no joke and you won't find any buzzwords or fables about fictitious CEOs in here just expert advice and step by step info on what to do when you're facing a true business nightmare You will learn how to Stay in business when you can't make payroll Fend off an employee coup Perform emergency surgery on your overhead Deal with nightmare customers And much much more Until now there's never been a clear step by step guide to dealing with the sudden turns for the worst that can doom your business The Worst Case Scenario Business Survival Guide provides you the answers you need when disaster strikes and what you must know to avoid the next one

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