# GETTING STARTED IN SALES CONSULTING

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# **Getting Started In Sales Consulting**

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practice areas of consulting the book also offers new insights into change processes and addresses compelling management issues now facing consulting firms Getting Started in Personal and Executive Coaching Stephen G. Fairley, Chris E. Stout, 2010-06-03 Find satisfaction and financial success with a new career in coaching Getting Started in Personal and Executive Coaching offers a go to reference designed to help every mental health professional build manage and sustain a thriving coaching practice Packed with hundreds of proven strategies and techniques this nuts and bolts guide covers all aspects of the coaching business with step by step instructions and real world illustrations that prepare you for every phase of starting your own coaching business This single reliable book offers straightforward advice and tools for running a successful practice including Seven tools for making a great first impression Fifteen strategies for landing ten paying clients Seven secrets of highly successful coaches Ten marketing mistakes to avoid Complete with sample business and marketing plans and worksheets for setting rates and managing revenue Getting Started in Personal and Executive Coaching identifies the fifteen biggest moneymaking markets to target and offers valuable recommendations for financing that get the most impact and mileage from every budget Quick Action Steps for applying ideas and techniques make this book useful right away Get started in coaching today Start Your Own College Planning Consultant Business Eileen Figure Sandlin,/ Entrepreneur magazine, 2013-08-19 Thanks to today s busy lifestyles nearly 4 500 institutions of higher learning and more than 21 million students the need for college admissions consulting services continues to grow The experts at Entrepreneur detail how education enthusiasts and or those with a passion for counseling others can take advantage of this home based business opportunity Coached by our experts entrepreneurs learn how to identify their specialty or services from steering high school students towards acceptance to assisting in filing admission and financial applications and other market needs They also learn business basics such as establishing their company as a legal entity outfitting a home office handling the finances promoting your services and the like Given contact lists resource lists sample documents and even interviews from practicing entrepreneurs sharing money saving tips pitfalls to avoid and tricks of the trade entrepreneurs gain all the intel they need to make their business startup and launch a success *The New Business of Consulting Elaine Biech*, 2019-04-30 Everything you ever wanted to know about consulting a practical roadmap for aspiring entrepreneurs Seismic changes occurring in the workforce are leading to more and more people entering the world of contract freelance and contingency work Rapid changes in demographics and advances in technology have led companies and talent to engage in profoundly new ways and consulting is one of the keys to success The New Business of Consulting is authentic and practical and shares the knowledge and skills required to start and grow a successful consulting business From how to make a smooth career transition to how to determine a consulting fee to how consultants inadvertently create a bad reputation it covers everything you need to know to thrive and flourish in this competitive field Covers contemporary topics such as how to achieve success in the gig economy Discloses a reliable technique to land the clients you want Presents options to help you balance your life

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