

FULLY REVISED 6TH EDITION
OF THE CLASSIC BESTSELLER

MILLION DOLLAR CONSULTING

THE PROFESSIONAL'S GUIDE
TO GROWING A PRACTICE

ALAN WEISS

Million Dollar Consulting Million Dollar Consulting

Alan Weiss



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Million Dollar Consulting Alan Weiss, 1998 Explains how consultants can market their skills and business win powerful clients use technology to reach a wider audience and build a more successful and lucrative consulting firm

Masterful Marketing Alan Weiss, Lisa Larter, 2022-09-01 A concise yet expansive guide to the marketing strategies that lead to success in the competitive modern landscape Masterful Marketing draws upon extensive case studies and research to provide practical guidance that will prove invaluable for any marketer regardless of their seniority or sector It focuses particularly on a value based approach providing insights that will allow the reader to recognise and effectively target the customers platforms and approaches that will have the greatest returns In today s marketing world your personal brand the relationships you build and the expertise you share has the capacity to move you from best kept secret to highly sought expert This is mainly contingent upon the value based marketing you create With this book readers will gain the combined experience and wisdom of its co authors Alan Weiss and Lisa Larter Alan brings his decades of experience as a consultant and entrepreneur to provide practical motivational guidance while Lisa brings her expertise as a digital marketer and strategist to provide fascinating research based insights into marketing strategy Social and technological developments have transformed both the nature and impact of marketing Previously large sums of money could almost guarantee that a new campaign would be noticed or that new branding would become iconic Yet with the onset of social media and the downturn in traditional media avenues the primary platforms for marketing have become democratised While access to such platforms may be easy and often cheap they are competitive battlegrounds in which a marketer must vie for the customer s attention with any number of distractions or competitors Only through the value based approaches outlined in Masterful

Marketing will your marketing efforts stand out in this crowd and draw in customers **You're the Boss Raj**

Aseervatham,2016-05-02 There is no magic formula for growing a successful consulting firm but the few most important factors you must know are critical regardless of the type of consulting firm you are trying to grow With leadership diligence discipline and sustained effort these principles can help you achieve your most visionary business aspirations If you entered consulting to make a quick dollar or to supplement your income this book won't offer you much If instead you are hoping to create a sustainable enterprise that accumulates value you can capitalize on then this is the book for you You're the Boss Growing and Selling a Successful Consulting Firm is written in a warmly conversational manner making it accessible to novice consultants as well as seasoned professionals It is an ideal resource for business consulting entrepreneurs who want to Strategically steer their own rewarding business venture Grow their business and employ others in rewarding careers Profit from the sale of a highly successful independent business This book focuses on the creation of a capital asset and independent wealth not just the mechanics of consulting Bringing together the experiences and lessons learned from a dozen highly successful consulting entrepreneurs the book provides stories that highlight the lessons in action in the USA UK Australia Asia and South Africa The book is segmented into nine distinct lessons charting the journey of a successful consulting firm from inception to sale In addition it presents the author's proprietary growth model that he has applied successfully during his professional consulting experience and which he credits for much of the commercial success he has experienced *Getting Started in Consulting* Alan Weiss,2019-03-26 The definitive guide to getting out of the office and getting into consulting *Getting Started in Consulting* Fourth Edition is the acclaimed real world blueprint to professional and financial freedom For nearly two decades this invaluable resource has helped thousands of people quit the daily grind and become their own boss This practical and motivational guide provides the tools and knowledge to control your future and secure your fortune From establishing goals and sorting out the legal and financial paperwork to advanced marketing strategies and relationship building techniques this indispensable book offers step by step instructions for you to establish and grow your own consultancy business This extensively revised and updated fourth edition includes new and expanded coverage on topics including utilizing informal media changes in legal and financial guidelines key distinctions of wholesale and retail businesses and much more Author Alan Weiss delivers expert advice on how to combine minimal overhead with optimal organization to produce maximum income Every step in the process is clearly explained including financing marketing bookkeeping establishing your fees and more This guide is a comprehensive one stop source for everything you need to prosper in the rapidly expanding world of private consultancy Adopt a pragmatic and profitable strategy to achieve incredible results from your consultancy business Learn to identify and address the most common issues facing your prospects and clients Leverage technology to reduce labor maximize profitability and increase discretionary time Access sample budgets case studies references and appendices downloadable tools and forms and online resources The modern

business landscape presents unique opportunities for those willing to take the leap from corporate offices to home offices

Getting Started in Consulting Fourth Edition is the must have guide for anyone seeking to cut their own path to their own consulting business

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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

Value-Based Fees Alan Weiss, 2021-09-15 The latest edition of the leading guide to consulting engagement pricing from

the Rock Star of Consulting Alan Weiss In the newly revised Third Edition of Value Based Fees How to Charge and Get What You re Worth best selling author speaker and renowned consultant Dr Alan Weiss delivers a thoroughly updated guide to proposing and receiving consistently high fees that are based on the value you deliver to each client you serve The author walks you through the many reasons that time and materials pricing models are outdated and inadequate and how to convert existing clients to your new value based fee model He also discusses fundamental new developments in consulting including the remote delivery of services the waning market power of the consulting giants economic globalization and the shift from project work to advisory work Among the step by step techniques and strategies provided in the book you ll find How to establish value based fees including determining your unique value and creating a good deal dynamic How to create capitalize on and market to trusted advisor relationships How to implement fee increases immediately prevent and rebut fee objections create consulting products and explore lucrative new fields Perfect for newcomers to the consulting field as well as time tested veterans Value Based Fees is an indispensable guide for every solo consultant entrepreneur and small consulting firm

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