

**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

Steve Romaine



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

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 **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 **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 *Agency Survival Guide* Max Traylor,2020-05-03 *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

Consulting Survival Guide Thomas Navin Lal, [Never on the Bench](#) Unmesh Laddha,2026-02-03 A practical field guide for ERP consultants navigating project risk specialization traps and career volatility in modern enterprise consulting

[The New Consultant's Quick Start Guide](#) Elaine Biech,2019-04-30 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

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

Principles and Practices of Professional Consulting Steven C. Stryker,2011-01-16 Although consultants influence the outcome of

major endeavors in the fields of management finance government and engineering few attempts have been made to establish the tenets and techniques of consulting In Principles and Practices of Professional Consulting author Steven C Stryker outlines the basic tools required of this critical skill In doing so he looks into the history of consulting the consulting process itself and the key practical skills and techniques that are needed for successful consulting Case examples based on real life situations aptly demonstrate the applicability of the material to current consulting activities After introducing the topic and presenting some background information this book goes through the process of consulting from meeting and securing clients to planning and implementing a proper strategy to terminating and evaluating assignments It provides techniques and principles at each stage of the process which are sure to improve one s consulting practice This book presents much crucial information that can be immediately used by professionals and students in various disciplines It is both comprehensive covering all the essential aspects of professional consulting by uniting theory and practice into a single resource and accessible presenting this information in a clear cut manner that allows it to be easily used by anyone wishing to learn more about the important art of professional consulting

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

A Survival Guide for Activity Professionals Richelle N. Cunninghis,1997 There is more to being an activity professional than running groups This book looks at the other parts of the job that are important for an activity professional to do well Things like time management decision making handling stress improving communication skills defending your turf working with a consultant Reading this book and following the ideas in it will make you more efficient and make your work easier to do And if you are wondering if you can follow the suggestions in this book anyone who can run a good activity can put the ideas in here into practice

Your Job Survival Guide Gregory Shea PhD,Robert E. Gunther,2008-08-11 Selected by IBM Competitive Edge Book Club Selection The beauty of this book on top of its life saving timeliness is its capacity to give the reader concrete steps to live the good life and enjoy it The book made me understand that work can be more fun than fun Warren Bennis Ph D University Professor University of Southern California coauthor Judgment How Great Leaders Make Winning Calls and Transparency How Leaders Create a Culture of Candor Change It s your job It just won t stop It s relentless It keeps coming at you like never ending rapids in a permanent whitewater river Change will burn you out if you don t learn how to handle it This book is not however about mere survival It is about thriving amidst the challenges of your permanent whitewater world at work Protect your career improve your resilience and seize the opportunities in turbulent times Take charge learn to pace yourself set your own course and lead others in ad hoc teams Ride the rapids and rediscover play and adventure in today s

demanding work environment Learn from research and the experiences of hundreds of professionals in industries from energy to telecommunications to financial services to health care There s nothing abstract or cute about the way this book talks about change This is practical grounded knowledge for managing your life in a business world that s churning with change Gregory Shea Ph D and Robert Gunther show how to keep your working life on course instead of being pushed beyond your limits find fun and fulfillment regroup and rebound from failure protect yourself from events you can t predict take charge of your life an your future

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

Consultants Reference Guide Charna Klein,Mardell Moore,1989-11 Chapters cover reference sources in accounting advertising and public relations associations and nonprofit organizations audio visual communications media business and management careers computers consultants and consulting contracting corporations and education higher vocational contin

The Complete It Recruitment Survival Guide Ayub Shaikh,2008-09 Ayub Shaikh is a renowned trainer famous for having brought credibility confidence and industry knowledge to over 5 000 IT recruitment consultants HR professionals and resourcers through his training courses around the world In the past Ayub himself was an accomplished IT recruiter in the financial heart of London and is now a mentor to some of the world s largest IT recruitment consultancies His company Holistica Consulting is the world s only training company dedicated purely to teaching IT recruiters and resourcers all they need to know about the various IT vertical markets such as SAP JAVA C and Telecoms Without doubt there is nobody more suited to writing the world s first survival guide for the IT Recruitment industry Each chapter is written with recruitment relevance in mind and includes Interview questions and further techniques to help match candidates to jobs This is a hugely significant work for the IT recruitment industry but do not be daunted those of you who are squeamish about IT jargon and terminology Those who have attended Ayub s training will immediately relate to the uniquely simple passionate and even humorous ways in which he puts across very complex IT concepts and principals And his now famous easy to understand teaching style continues into this ground breaking book IT knowledge is delivered in a reassuring and relaxed way and the stories trivia and anecdotes flow throughout This is an instruction manual like no other With *The Complete IT Recruitment Survival Guide* you have a constant easy to understand yet knowledgeable companion as you tackle the murky waters of the world of IT recruitment

Consultants News ,1996

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 prepares you to meet the challenges of launching your business and helps you avoid the common errors that most fledgling consultants make No you don t need a pep talk You need The Computer Consultant s Guide Second Edition Read it twice and heed every word CompuServe Magazine Belongs on the reading list of all prospective and current computer consultants Library Journal 250 pages of solid advice for anyone considering the consulting life Software Development I took the leap into consulting 11 years ago and I wish I had had The Computer Consultant s Guide for advice Janet Ruhl s recommendations fit my experience right down the line Harry Green President Pacific Netcom Inc An excellent reference for the newcomer old pros will want a copy as well Deborah Sampson President Independent Computer Consultants Association The Computer Consultant s Guide Second Edition offers valuable guidance on every aspect of starting and managing a successful computer consulting business It points out potential problems solid solutions and valuable resources and covers everything you need to know to Set up your business and establish your image Master essential business and marketing skills Find and manage the highest paying clients Set fees and bid on the big jobs Handle important tax and accounting issues Work through brokers with confidence

The Executive Candidate's Survival Guide Kylie Hammond,2013 Being prepared and organised for your job search is key to finding a secure executive position in this ever shifting job seekers landscape In The Executive Candidate s Survival Guide leading Board Executive Search Consultant and Australia s foremost CEO Business Mentor Kylie Hammond will provide you with breakthrough strategies and advice that includes building your professional toolbox and a career portfolio Learn how to recognise a good opportunity and walk away from a bad one Some of the critical job search elements

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