

Million Dollar Consulting

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Million Dollar Consulting: Amazon.co.uk: Weiss, Alan ...

Million Dollar Consulting \$ 30.00 This consulting classic and best-

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seller is now in its amazing 25th year with a brand new fifth edition that is 80% new written by Alan in 2016.

Million Dollar Consulting - Alan Weiss, PhD

Million Dollar Consulting ist trotz englischer Sprache ein zugänglicher Beraterratgeber. Die Lektüre des Handbuchs lohnt sich aus meiner Sicht, falls - Sie planen sich als Consultant selbstständig zu machen und Ihre eigene (Solo-)Beratung vorantreiben wollen oder - an Ihren Consulting Marketing- & Vertriebsfähigkeiten feilen möchten.

Million Dollar Consulting: The Professional's Guide to ...

Alan distilled the patterns and lessons that helped those, who became successful consultants, including himself, into Million Dollar Consulting. Not all of them are set in stone, but there sure are a few core principles the majority of "million dollar consultants" use as the foundation of their success. Here are 3 of them:

Million Dollar Consulting by Alan Weiss: Book Summary & Review

The acclaimed Million Dollar Consulting gives consultants the tools and advice they need to grow a firm that rakes in at least \$1 million per year. Alan Weiss, "the consultant's consultant," shows step-by-step how to raise capital, reel in new clients, set fees, accelerate growth, and more.

Million Dollar Consulting: the Professional's Guide to ...

Packed with the most up-to date information available, "Million Dollar Consulting" will boost performance and profits for you and the companies you consult. 'Blast out of the per diem trap and into value billing' - Jim Kennedy, Founder, Publisher, and Editor, "Consultants News".

Million Dollar Consulting: The Professional's Guide to ...

MILLION DOLLAR CONSULTING. WE ARE ALL CONSULTANTS (OR ARE WE?) The dictionary will tell you, tersely, that a consultant is someone who provides advice . professionally (*italics mine*). That means, as I interpret it, for money. Thus, some of us are "amateur" consultants and some "profes-sional." I guess the former are sort of quasi-consultants in the manner that the Federal Reserve is a ...

Million Dollar Consulting - McGraw-Hill Education

The book is packed with the best advice to really build a million dollar practice. I have started already to cut fat, my two former partners are gone, do not need them to work, do not need to share my income with them, from now on if I need help it will be on a project basis. Though there are lots of advice and wisdom in this book.

Million Dollar Consulting: Weiss, Alan: 9780071622103 ...

Million Dollar Consulting Proposals: How to Write a Proposal That's Accepted Every Time. Alan Weiss. 4.5 out of 5 stars 88. Kindle Edition. \$28.03 Million Dollar Consulting: The Professional's Guide to

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Growing a Practice, Fifth Edition. Alan Weiss. 4.5 out of 5 stars 104.
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What You're Worth. Alan Weiss. 4.6 out of 5 stars 52 ...

Million Dollar Consulting eBook: Weiss, Alan: Amazon.com ...
Million Dollar Consulting Toolkit: Step-by-Step Guidance, Checklists,
Templates, and Samples from The Million Dollar Consultant is extremely
practical: it contains ready-to-use templates and checklists for many
day-to-day activities of a consultant, supplemented with best
practices and commentary description. A great tool for beginners to
get started quickly and a good reference for ...

Million Dollar Consulting Toolkit: Step-by-Step Guidance ...
These consultants are regarded by peers as being among the world
leaders in consulting, as evidenced by empirical accomplishments in
client results, professional contributions, and intellectual property.
Lessons from Lessons Learned & Ideas from the The Million Dollar
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Million Dollar Consulting® Mindset - Alan Weiss, PhD
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How to Kick-start a Successful Consulting Practice in 90 Days. Alan
Weiss. £13.49 . Million Dollar Referrals: The Secrets to Building a
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£15.19 . The Talent Advantage. Alan Weiss. £14.99 ...

Million Dollar Consulting eBook by Alan Weiss ...

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The Million Dollar Consulting® College Manual of over 200 pages, containing every form, template, and job aid discussed in the program, from phone scripts to expense reports, from press kit contents to invoices.

Million Dollar Consulting® College™ - Alan Weiss, PhD
Million Dollar Consulting Toolkit: Step-By-Step Guidance, Checklists, Templates, and Samples from the Million Dollar Consultant. by Alan Weiss. Starting at \$10.95. How to Succeed as an Independent Consultant. by Herman Holtz. Starting at \$1.19. Marketing Your Consulting and Professional Services . by Richard A Connor. Starting at \$3.64. Getting started in consulting. by Alan Weiss, Ph.D ...

Million Dollar Consulting: The Professional's Guide to ...
Mgr Consulting...What you will be doing: In the Senior Manager Consulting Services role, you'll lead multi-million dollar customer engagements, with responsibility for organizing internal... 4.5 austin fraser

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Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition. by Alan Weiss. Thanks for Sharing! You submitted the following rating and review. We'll publish them on our site once we've reviewed them. 1. by on October 13, 2020. OK, close 0.0. Write your review . eBook Details. McGraw-Hill Education Release Date: May 6, 2016; Imprint: McGraw-Hill Education; ISBN ...

Build a thriving consultancy with the updated edition of this classic bestseller Having inspired generations of consultants and entrepreneurs around the world, the “Rock Star of Consulting” Alan Weiss returns with a revised and completely updated edition of his authoritative guide to consulting success. Weiss provides his time-tested model on creating a flourishing consulting business, while incorporating and focusing on the many dynamic changes in solo and boutique consulting, coaching, and entrepreneurship. In addition to guidance on raising capital, attracting clients, and creating a marketing plan, he also gives brand new step-by-step advice on:

- Harnessing today’s global opportunities
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Find out why this book has been the classic go-to for consultants for nearly twenty-five

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years, and learn how to grow your business into a \$1 million-per-year firm today!

Bestselling author of Million Dollar Consulting shares the secrets of writing winning proposals. Intended for consultants, speakers, and other professional services providers, Million Dollar Consulting® Proposals ends forever the time-consuming and often frustrating process of writing a consulting proposal. It begins with the basics—defining these proposals and why they are necessary—and coaches you through the entire proposal process. In this book, you'll learn how to establish outcome-based business objectives and maximize your success and commensurate fees. From bestselling author Alan Weiss, Million Dollar Consulting Proposals delivers step-by-step guidance on the essential element in creating a million dollar consultancy. Outlines the nine key components to a Million Dollar Consulting proposal structure. Presents a dozen Golden Rules for presenting proposals. Offers online samples, forms, and templates to maximize the effectiveness of these tools. The New York Post calls bestselling author Alan Weiss "one of the most highly regarded independent consultants in America." Alan Weiss's expert guidance can lead your consulting business to unprecedented success, and it all starts with a million dollar proposal.

The Long-Awaited Update for Building a Thriving Consultancy Completely updated for today's busier-than-ever consultants, this classic guide covers the ins and outs for competing and winning in this ultracompetitive field. You'll find step-by-step advice on how to raise capital, attract clients, create a marketing plan, and grow your business into a \$1 million-per-year firm, plus brand-new material on: Blogging and social networking Global consulting Delegating labor Profiting in a troubled market Retainer business Internet marketing Praise for the previous editions of Million Dollar Consulting: "If you're interested in becoming a rich consultant, this book is a must read." Robert F. Mager, founder and president, Mager Associates, and member of the Training & Development Hall of Fame "Blast out of the per diem trap and into value billing." Jim Kennedy, founder, publisher, and editor, Consultants News "The advice on developing price structure alone is worth a hundred times the price of the book." William C. Byham, Ph.D., author of Zapp! "Must reading for those who are beginning a practice or seeking to upgrade an existing practice." Victor H. Vroom, John G. Searle Professor, School of Management, Yale University

The practical toolbox for readers of Million Dollar Consulting This useful guide provides specific checklists, guidelines, templates, and actual examples for every step of the consulting process. It covers marketing, sales, meetings, implementation, follow-up, invoicing, practice management, insurance, equipment, subcontracting, and scores of other elements. Thousands of people have bought Weiss's Million Dollar Consulting and started their own consultancy. Now, this handy

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resource goes hand-in-hand to provide all the tools new consultants need to enact all the recommendations and ideas in Million Dollar Consulting. Alan Weiss, PhD (East Greenwich, RI), has consulted for hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, Chase, American Press Institute, and the Times-Mirror Group. He is the author of 12 books, including Getting Started in Consulting (0-471-47969-1) and Organizational Consulting (0-471-26378-8).

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The Unbeatable, Updated, Comprehensive Guidebook For First-Time Consultants Getting Started In Consulting More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's Getting Started in Consulting has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more. This new Third Edition of Getting Started in Consulting is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources: How to leverage new technologies to lower your business costs and increase your profits A budget sampler that shows you how best to maximize an initial start-up investment of \$5,000, \$10,000, or \$20,000 Free downloadable tools and forms to help you design and start your business quickly and easily New interviews with consultants who achieved rapid success, including their personal stories and most effective techniques Brand-new references, examples, and appendices If your dream in life is to get out of the office and out on your own, consulting is a great way to make it happen. Make sure you do it right—and do it profitably—with Getting Started in Consulting, Third Edition.

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When it comes to how to succeed as an entrepreneur, we are besotted with advice. According to bestselling author Alan Weiss, success is a combination of opportunism, very disciplined work, luck, timing, and ignoring most advice. In other words, it means striking out on your own, original path to success. In *Million Dollar Maverick*, he explains that entrepreneurs don't take advice, they create value and then monetize it. They do what they love and are great at and find a way to sell it to people. They do not--contrary to "conventional wisdom"--chase money. They attract money. And most of all they think differently, act decisively--and, if talent and timing are with them, succeed quickly. Drawing on over thirty years of experience as a consultant, speaker, and global expert, Weiss shares his story and "Million Dollar Tips," not found in any of his other books, to help entrepreneurs gain influence, build confidence, and develop the critical thinking skills they need to discover the inside track to rapid success

The new edition of bestselling real-world guide to consultancy success, from the "Rock Star of Consulting" Alan Weiss The second edition of *The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice* remains the most comprehensive and practical guide to the consulting profession, from launch to high growth, from marketing to implementation. Legendary consultant, speaker, and bestselling author Alan Weiss shows you how to create an independent or boutique consulting practice and take it to seven-figure success. Step-by-step, this invaluable resource guides you through attracting clients, maximizing your value, and achieving your career goals. In the decade since the first publication of *The Consulting Bible*, an array of significant developments has dramatically impacted the consulting profession: shifts in social consciousness, the Covid-19 pandemic, tele-consulting and virtual meetings, the globalization of the economy, the growth of social media, and many more. This exhaustively revised new edition provides specific approaches and techniques for mastering the new consulting environment and turning volatility and disruption into unlimited opportunities. Designed to help you become the authority and expert that organizations turn to again and again, this book is your one-stop resource for:

- Building a strong global brand that draws people to you
- Marketing remotely to reduce costs and allow for higher fees
- Mastering the latest implementation techniques
- Forging strong relationships with the buyers of a new generation
- Selecting the consulting methodology that best fits your requirements
- Writing proposals and creating testimonials and references
- Using advanced technology to sell and deliver your services

Written for newcomers and veterans alike, *The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice, Second Edition*, is essential reading for every solo consultant, entrepreneur, and principal of a small consulting firm.

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Make your move into, or improve your position in, the powerful world of professional speaking. If you think you have what it takes to speak professionally, or you've already been doing so with insufficient reward, now is the time to make your move. Bestselling business author and Professional Speaking Hall of Fame member Alan Weiss offers the inside advice you need to turn your talent into a high-paying career—from honing your delivery skills to building a business. In *Million Dollar Speaking*, you'll learn the critical skills of Dealing with difficult crowds, Creating powerful speeches, Targeting high-potential markets, Creating a "star" reputation, Setting fees that reflect your outstanding value, Perfecting platform skills—making them the best in the business, Expanding your business through diversification. Weiss has packed the guide with tips, resources, helpful examples, and checklists that make it easy for you to keep a record of your progress. Whether you're a trainer, workshop leader, or consultant, *Million Dollar Speaking* has what you need to get on the paid public-speaking circuit in no time.

Build a million-dollar business in one of today's hottest professions! Bestselling business author Alan Weiss provides the inside advice you need to build or expand your coaching business—from developing a common language and shared protocol to providing effective and supportive feedback at every level. *Million Dollar Coaching* is packed with tips, checklists, resources, and scores of helpful examples, making this the most valuable one-stop tool available for entering the world of professional coaching. *Million Dollar Coaching* helps you: Develop trust and assess performance and progress, Provide useful, candid feedback, Use the media to raise your profile, Build long-term client relationships, Create value-based and retainer fees, Develop and promote a strong record of success. Replete with all the information and advice you need, *Million Dollar Coaching* is the first step to making a million in the competitive field of coaching.

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