



# The Business of Consulting: The Basics and Beyond

*Elaine Biech*

Download now

[Click here](#) if your download doesn't start automatically

# **The Business of Consulting: The Basics and Beyond**

*Elaine Biech*

**The Business of Consulting: The Basics and Beyond** Elaine Biech

"Practical, compassionate, and a good alternative to an MBA."

--Peter Block, author

Free diskette includes sample invoices, correspondence, planning templates, and much more!

Lacking a basic primer, many consultants have had to learn their jobs by trial and error. Now you can put an end to the guesswork. This how-to book gives you the actual tools and techniques you need in order to pursue a successful and profitable career in the world of consulting.

This book is sure to become a consulting classic!

"Here are the nuts and bolts for a successful career in consulting. A few hours with Elaine's book will save you years of trial and error."

--Jerry C. Noack, vice president/group publisher, TRAINING Magazine

"If I were just starting into the consulting field today, this is the one book I would choose to advise me, caution me, support me in my business, and 'professionalize' me!"

--Marjorie Blanchard, chief financial officer, Blanchard International

"Every consultant should apply her principled practices to guarantee satisfied customers."

--John E. Gherty, president and chief executive officer, Land O'Lakes

"This book is filled with real-world, practical and proven tactics that can be used to grow and build a successful consulting practice. It is a must-have resource for people who are thinking of becoming a consultant . . . and for those who already are one!"

--Dana Gaines Robinson, author; president, Partners in Change

"Read her book. She shares all her secrets!"

--Gail Hammack, regional vice president, McDonald's

"The Business of Consulting will serve as my consulting practice workbook. The comprehensive coverage of the subject--along with the practical tips--make it the best tool I have."

--Pam Schmidt, vice president, American Society for Training and Development (ASTD)

There's more to consulting than just being a good consultant. You've got to manage your business.

When Elaine Biech asked Peter Block, the legendary author Biech shows you how to:

- \* Develop a business plan
- \* Market your business
- \* Charge for your services
- \* Build a client relationship
- \* Grow your consulting business
- \* Ensure your continued professional growth

\* Make money in the profession . . . and much more!

The enclosed disk contains the worksheets and forms presented in The Business of Consulting. Personalize these tools as needed and print them out in order to project cash flow, track your time, tabulate your expenses, hire a subcontractor, plan your marketing campaigns, and much more!

Whether you're embarking on a new career as a consultant or whether you've been a consultant for years, you'll be able to employ these resource right away. And if you're deciding whether consulting is the right profession for you, The Business of Consulting will show you just what you can expect to encounter. For years, consultants have depended on Peter Block's Flawless Consulting for advice on being an effective consultant. Now there's a source for advice on running an effective consulting business. The Business of Consulting is indispensable.

 [\*\*Download\*\* The Business of Consulting: The Basics and Beyond ...pdf](#)

 [\*\*Read Online\*\* The Business of Consulting: The Basics and Beyon ...pdf](#)

## **Download and Read Free Online The Business of Consulting: The Basics and Beyond Elaine Biech**

---

### **From reader reviews:**

#### **Janelle Garrity:**

Why don't make it to become your habit? Right now, try to ready your time to do the important action, like looking for your favorite guide and reading a e-book. Beside you can solve your trouble; you can add your knowledge by the guide entitled The Business of Consulting: The Basics and Beyond. Try to the actual book The Business of Consulting: The Basics and Beyond as your friend. It means that it can being your friend when you truly feel alone and beside associated with course make you smarter than before. Yeah, it is very fortunated for you personally. The book makes you more confidence because you can know anything by the book. So , we should make new experience and also knowledge with this book.

#### **Mark McKinney:**

What do you ponder on book? It is just for students since they are still students or the item for all people in the world, the particular best subject for that? Simply you can be answered for that query above. Every person has different personality and hobby per other. Don't to be obligated someone or something that they don't desire do that. You must know how great as well as important the book The Business of Consulting: The Basics and Beyond. All type of book are you able to see on many solutions. You can look for the internet sources or other social media.

#### **Nathan Pope:**

The guide untitled The Business of Consulting: The Basics and Beyond is the guide that recommended to you you just read. You can see the quality of the e-book content that will be shown to anyone. The language that creator use to explained their way of doing something is easily to understand. The writer was did a lot of analysis when write the book, to ensure the information that they share for you is absolutely accurate. You also can get the e-book of The Business of Consulting: The Basics and Beyond from the publisher to make you far more enjoy free time.

#### **David Moore:**

The reason why? Because this The Business of Consulting: The Basics and Beyond is an unordinary book that the inside of the book waiting for you to snap the idea but latter it will zap you with the secret the item inside. Reading this book close to it was fantastic author who all write the book in such amazing way makes the content interior easier to understand, entertaining method but still convey the meaning completely. So , it is good for you because of not hesitating having this any more or you going to regret it. This excellent book will give you a lot of positive aspects than the other book have such as help improving your ability and your critical thinking way. So , still want to hesitate having that book? If I ended up you I will go to the reserve store hurriedly.

**Download and Read Online The Business of Consulting: The Basics and Beyond Elaine Biech #XSPKFL5RGOY**

## **Read The Business of Consulting: The Basics and Beyond by Elaine Biech for online ebook**

The Business of Consulting: The Basics and Beyond by Elaine Biech Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Business of Consulting: The Basics and Beyond by Elaine Biech books to read online.

### **Online The Business of Consulting: The Basics and Beyond by Elaine Biech ebook PDF download**

**The Business of Consulting: The Basics and Beyond by Elaine Biech Doc**

**The Business of Consulting: The Basics and Beyond by Elaine Biech Mobipocket**

**The Business of Consulting: The Basics and Beyond by Elaine Biech EPub**