



Getting Started in Consulting (3rd Revised edition)

By Alan Weiss

John Wiley and Sons Ltd. Paperback. Book Condition: new. BRAND NEW, Getting Started in Consulting (3rd Revised edition), Alan Weiss, Getting Started in Consulting, Third Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income within a year of startup, while working from a home office. Author Alan Weiss also offers key information on how to finance a consulting practice, how to write proposals, how to set up billing and bookkeeping, and more. This newly revised and expanded edition includes a "budget sampler": how to best invest \$5,000, \$10,000, or \$20,000 on startup; a brief Q&A section after each chapter of questions from the first two editions on each topic; a new chapter on leveraging technology; updated references and examples; updated appendices; and free downloadable tools and forms to help readers get started. For Alan Weiss's biography, please see below.

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