



The Upstart Guide to Owning and Managing a Consulting Service

Dan Ramsey

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Selling advice and client service offers big opportunities for growing a consulting practice. As companies continue to grow, opportunities abound for savvy consultants to create a business by outsourcing such core services as human resources, accounting, marketing, management information services and more.

Here's the step-by-step action plan and specific guidelines you need to start your entrepreneurial consulting venture within the \$17-billion-per-year consulting industry. THE UPSTART GUIDE TO OWNING AND MANAGING A CONSULTING SERVICE covers everything you need to know to get started in this dynamic entrepreneurial field:

- * Finding clients who'll pay handsomely for your advice
- * Developing a lucrative specialty niche
- * Determining how much consulting success will cost
- * Pricing your services to make a profit
- * Building a growth business

Join the ranks of successful entrepreneurial consultants with practical tools in THE UPSTART GUIDE TO OWNING AND MANAGING A CONSULTING SERVICE.

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