



The Concise Guide to Becoming an Independent Consultant

Herman Holtz

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One of the biggest names in the consulting business shows you everything you need to get started--and succeed!

Packed with expert advice, helpful tips, and industry secrets to successful self-marketing, this guide--an abridged version of the bestselling *How to Succeed as an Independent Consultant*--gives you the crucial tools and techniques you need to both survive and thrive in this highly competitive field. From founding your business to writing proposals to negotiating fees, *The Concise Guide to Becoming an Independent Consultant* has complete, up-to-date details on:

- * Determining the right fields and services for consulting.
- * The most common mistakes made by new consultants and the ten laws of survival.
- * Finances, taxes, and potential legal issues for consultants.
- * Marketing to the public sector, including federal, state, and local government.
- * Proposal formats and rationales.
- * Alternatives to formal contract documents and letters of agreement.
- * Vital consulting skills necessary for draft writing and presentations.
- * How to be a cyberspace consultant.

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