



Million Dollar Consulting

By Alan Weiss

[Download now](#)

[Read Online](#) 

Million Dollar Consulting By Alan Weiss

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

 [Download Million Dollar Consulting ...pdf](#)

 [Read Online Million Dollar Consulting ...pdf](#)

Million Dollar Consulting

By Alan Weiss

Million Dollar Consulting By Alan Weiss

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

Million Dollar Consulting By Alan Weiss Bibliography

- Sales Rank: #355622 in Books
- Brand: Weiss, Alan
- Published on: 2009-08-17
- Released on: 2009-07-27
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .90" w x 6.00" l, 1.19 pounds
- Binding: Paperback

- 400 pages

 [Download Million Dollar Consulting ...pdf](#)

 [Read Online Million Dollar Consulting ...pdf](#)

Download and Read Free Online Million Dollar Consulting By Alan Weiss

Editorial Review

About the Author

Alan Weiss, Ph.D., is the founder and president of Summit Consulting Group, Inc., a global firm specializing in management and organizational development. Known as “The Rock Star of Consulting,” he has written 32 books that have been translated into 9 languages, and is the only nonjournalist in the 60-year history of the American Press Institute to be awarded its Lifetime Achievement Award. He is a member of the Professional Speakers Association Hall of Fame. Alan lives in East Greenwich, RI, with his wife, Maria. Learn more about the author at summitconsulting.com and contrarianconsulting.com

Users Review

From reader reviews:

Jack Alexandre:

Book is to be different for each grade. Book for children till adult are different content. As we know that book is very important for people. The book Million Dollar Consulting had been making you to know about other know-how and of course you can take more information. It is quite advantages for you. The reserve Million Dollar Consulting is not only giving you a lot more new information but also to be your friend when you really feel bored. You can spend your current spend time to read your guide. Try to make relationship with all the book Million Dollar Consulting. You never truly feel lose out for everything in case you read some books.

Bert Martinez:

Now a day folks who Living in the era everywhere everything reachable by interact with the internet and the resources included can be true or not require people to be aware of each data they get. How a lot more to be smart in having any information nowadays? Of course the reply is reading a book. Reading through a book can help people out of this uncertainty Information especially this Million Dollar Consulting book because book offers you rich details and knowledge. Of course the info in this book hundred per cent guarantees there is no doubt in it you know.

Lionel Gutierrez:

Do you one of the book lovers? If yes, do you ever feeling doubt when you find yourself in the book store? Try to pick one book that you never know the inside because don't ascertain book by its deal with may doesn't work the following is difficult job because you are afraid that the inside maybe not as fantastic as in the outside appear likes. Maybe you answer may be Million Dollar Consulting why because the great cover that make you consider about the content will not disappoint you. The inside or content is usually fantastic as the outside or maybe cover. Your reading 6th sense will directly make suggestions to pick up this book.

Mary Bessler:

Many people spending their time period by playing outside together with friends, fun activity together with family or just watching TV the whole day. You can have new activity to enjoy your whole day by reading a book. Ugh, you think reading a book really can hard because you have to use the book everywhere? It okay you can have the e-book, taking everywhere you want in your Smartphone. Like Million Dollar Consulting which is having the e-book version. So , why not try out this book? Let's find.

Download and Read Online Million Dollar Consulting By Alan Weiss #B9IM6124K7W

Read Million Dollar Consulting By Alan Weiss for online ebook

Million Dollar Consulting By Alan Weiss 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 Million Dollar Consulting By Alan Weiss books to read online.

Online Million Dollar Consulting By Alan Weiss ebook PDF download

Million Dollar Consulting By Alan Weiss Doc

Million Dollar Consulting By Alan Weiss Mobipocket

Million Dollar Consulting By Alan Weiss EPub

B9IM6124K7W: Million Dollar Consulting By Alan Weiss