

Million Dollar Consulting

By Alan Weiss

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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

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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

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