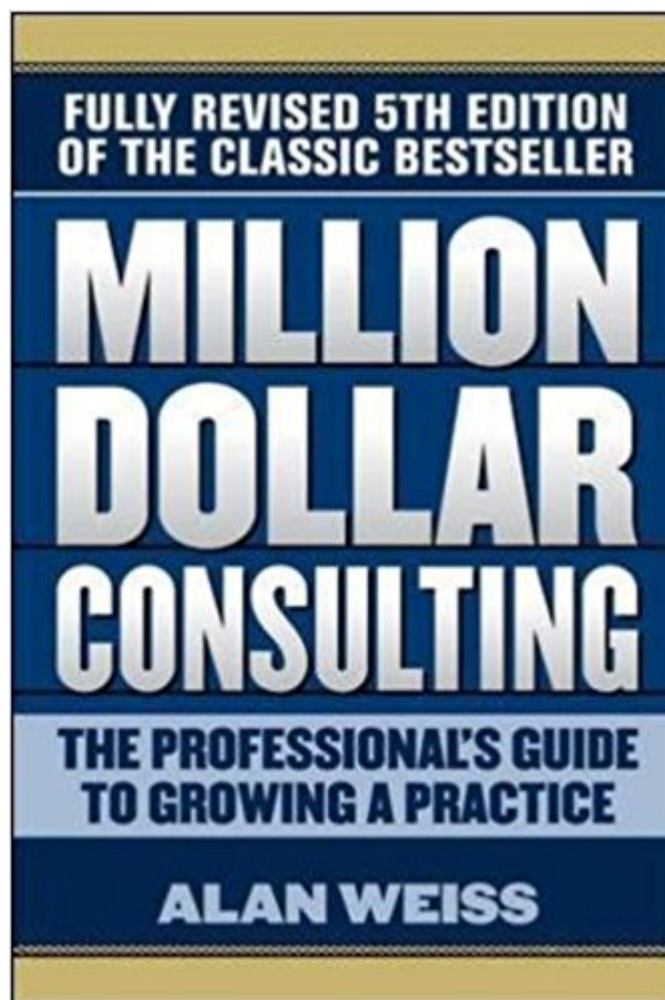




The book was found

Million Dollar Consulting: The Professional's Guide To Growing A Practice, Fifth Edition (Business Books)



Synopsis

Build a thriving consultancy with the updated edition of this classic bestseller. Having inspired generations of consultants and entrepreneurs around the world, the "Rock Star of Consulting" • Alan Weiss returns with a revised and completely updated edition of his authoritative guide to consulting success. Weiss provides his time-tested model on creating a flourishing consulting business, while incorporating and focusing on the many dynamic changes in solo and boutique consulting, coaching, and entrepreneurship. In addition to guidance on raising capital, attracting clients, and creating a marketing plan, he also gives brand new step-by-step advice on:

- Harnessing today's global opportunities
- Developing brands across markets
- Creating and licensing intellectual property
- Avoiding the pitfalls of social media
- Landing unsolicited referrals through counterintuitive methods
- Managing and organizing your time wisely
- Succeeding in the face of continuing turbulence

Find out why this book has been the classic go-to for consultants for nearly twenty-five years, and learn how to grow your business into a \$1 million-per-year firm today!

Book Information

Series: Business Books

Paperback: 304 pages

Publisher: McGraw-Hill Education; 5 edition (April 27, 2016)

Language: English

ISBN-10: 1259588610

ISBN-13: 978-1259588617

Product Dimensions: 6.1 x 0.7 x 9 inches

Shipping Weight: 2 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars 22 customer reviews

Best Sellers Rank: #33,384 in Books (See Top 100 in Books) #16 in Books > Business & Money > Small Business & Entrepreneurship > Consulting #28 in Books > Business & Money > Small Business & Entrepreneurship > Marketing #368 in Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship

Customer Reviews

Alan Weiss is the founder and president of the renowned Summit Consulting Group, Inc. The only non-journalist to receive the Lifetime Achievement Award by the American Press Institute, he is an inductee into the Professional Speaking Hall of Fame® and the concurrent recipient of the

National Speakers Association Council of Peers Award of Excellence. He has written 60 books that have been translated into 12 languages.

A great book to have for those starting out in the consulting business. Alan has a lot of great items to consider in the book. It is geared more to advice for big business consulting, so it doesn't cover non-profit and education consulting, but still a lot of good information.

Alan is the first and last word on successful consulting. A must have resource for both new and seasoned consultants.

A very practical and insightful read.

Some eye opening concepts on marketing and value billing.

There is a lot of stuff in this book that I'm already doing, which is confirming. But I got a big kick from all the neat ideas connected with the Rainmaker concept. Excellent suggestions. I particularly related to the contrarian idea. I could relate to that in a big way. A great read - very helpful.

must have .. must read book if you believe your knowledge is worth hiring..

Brought this for my son who says it has a lot of useful information.

Awesome!

[Download to continue reading...](#)

Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition (Business Books) Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition Million Dollar Launch: How to Kick-start a Successful Consulting Practice in 90 Days (Business Books) The Million Dollar Shot (new cover) (Million Dollar Series) Growing Marijuana: Box Set - Growing Marijuana For Beginners & Advanced Marijuana Growing Techniques (Growing Marijuana, Marijuana Growing, Growing Marijuana Indoors) Marketing the Million Dollar Practice: 27 Steps to Follow to grow 1/2 Million a Year Million Dollar Consulting Proposals: How to Write a Proposal That's Accepted Every Time Growing Mushrooms for Profit: The Definitive Step-By-Step Guide to Growing Mushrooms at Home for Profit (Growing Mushrooms for Profit, Growing Mushrooms ...

Mushrooms, Growing Oyster Mushrooms) The "Complete Guide" to CONSULTING ENGINEERING: How to Start & Manage an Outstanding CONSULTING ENGINEERING PRACTICE Growing Marijuana: Marijuana Growing Tips and Tricks to Get Big Yields For Beginners! (Growing Marijuana For Beginners, Growing Marijuana Indoors & Outdoors, Growing Marijuana Tips and Tricks) The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice Selling Professional Services to the Fortune 500: How to Win in the Billion-Dollar Market of Strategy Consulting, Technology Solutions, and ... (Marketing/Sales/Advertising & Promotion) Backyard Beekeeping Business Strat Up: How to Start, Run & Grow a Million Dollar Organic Honey Business From Home! The Secrets of Consulting: A Guide to Giving and Getting Advice Successfully (Consulting Secrets Book 1) How Innovation Really Works: Using the Trillion-Dollar R&D Fix to Drive Growth: Using the Trillion-Dollar R&D Fix to Drive Growth (Business Books) Start Here: The World's Best Business Growth & Consulting Book: Business Growth Strategies from the World's Best Business Coach Weed: The Ultimate Quick Guide To Growing Great Marijuana (How To Grow Your Own Weed, Growing Marijuana for Beginners, Big Buds, High Yields, Growing Marijuana Indoors, Weed Growing Book 1) Growing Marijuana: Big Buds, Growing Marijuana In Soil For Beginners (Growing Marijuana, Marijuana Cultivation, Marijuana Growing, Medical Marijuana, Marijuana Horticulture) 7 Figure Funnels: A slap you in the face with a cold wet fish blueprint on how to build a million dollar online business in 7 ethical steps. Soap Making Business Startup: How to Start, Run & Grow a Million Dollar Success from Home!

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)