

# Consulting Business: Entrepreneur's Step By Step Startup Guide - Entrepreneur Magazine

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Consulting is big business these days. And it's an excellent way to turn your knowledge and experience into big bucks. Whether you're a computer whiz, a business expert or a fundraising dynamo, your special skills are in high demand. Capitalize on your talents by offering them to businesses ranging from small startup firms to Fortune 500 corporations--at a price! Many consultants make \$1,500 or more a day! No matter what your area of expertise, our guide will tell you everything you need to know to start your own successful consulting business. In addition to overviews of 20 top consulting businesses, it provides practical solutions and proven strategies to help you get your consulting service off the ground. In this step-by-step guide, you'll discover how to:

- Assess your skills
- Define your market
- Find and keep clients
- Obtain licenses
- Set rates
- Monitor cash flow
- Hire staff
- Use the internet to boost business
- Prepare contracts, agreements and reports
- And more!

The Third Edition of this bestselling guide is completely updated with the most recent industry trends and trend forecasts. It includes new worksheets and sample forms, and a section on using the latest social media and viral marketing techniques to promote your business. Plus, there are brand-new interviews with successful consulting service entrepreneurs and even more resources to help you jump-start your venture. Whether you're a retired professional seeking a second career, a corporate consultant ready to get out on your own, or just want to be your own boss, our guide is an invaluable resource for making your dream of professional independence come true. Order yours today!

**The First Three Years** In addition to industry specific information, you'll also tap into Entrepreneurs more than 30 years of small business expertise via the 2nd section of the guide - **Start Your Own Business**. SYOB offers critical startup essentials and a current, comprehensive view of what it takes to survive the crucial first three years, giving you exactly what you need to survive and succeed. Plus, you'll get advice and insight from experts and practicing entrepreneurs, all offering common-sense approaches and solutions to a wide range of challenges. Pin point your target market Uncover creative financing for startup and growth Use online resources to streamline your business plan Learn the secrets of successful marketing Discover digital and social media tools and how to use them Take advantage of

hundreds of resources Receive vital forms, worksheets and checklists From startup to retirement, millions of entrepreneurs and small business owners have trusted Entrepreneur to point them in the right direction. Well teach you the secrets of the winners, and give you exactly what you need to lay the groundwork for success.BONUS: Entrepreneurs Startup Resource Kit!Every small business is unique. Therefore, its essential to have tools that are customizable depending on your businesss needs. Thats why with Entrepreneur is also offering you access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters, sample documents and more all at your fingertips!Youll find the following:The Small Business Legal ToolkitWhen your business dreams go from idea to reality, youre suddenly faced with laws and regulations governing nearly every move you make. Learn how to stay in compliance and protect your business from legal action. In this essential toolkit, youll get answers to the how do I get started? questions every business owner faces along with a thorough understanding of the legal and tax requirements of your business.Sample Business Letters1000+ customizable business lettersAuthor: Entrepreneur magazine Publisher: Entrepreneur Press Illustration: N Language: ENG Title: Consulting Business: Entrepreneur's Step by Step Startup Guide Pages: 00974 (Encrypted EPUB) On Sale: 2012-07-15 SKU-13/ISBN: 9781613081990 Category: Business & Economics : Entrepreneurship

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