

**THE  
CONSULTANT'S**

# **SURVIVAL**

**G U I D E**

**14 WAYS TO SUSTAIN YOUR BUSINESS  
IN A TIGHT ECONOMY**

**MARSHA D. LEWIN**

# Consultants Survival Guide

**Steven C. Stryker**



## **Consultants Survival Guide:**

The Consultants' Survival Guide Marsha D. Lewin, 1997-03-28 Practical advice from Marsha D Lewin On success as a consultant Over these decades of consulting the most successful consultants I ve known were self starters whose enthusiasm individualism and drive did not blend with big business norms They saw a problem identified what needed to be done and went on to solve it They didn t wait for committees to pass on the idea and to run it up the corporate ladder for serial approval On surviving in a cyclical economy Plan ahead for the inevitable downturn in the economy That s clearly the way to be in the best position to be able to endure the hard times The down cycle may not be accommodating enough however to hit us after we ve put away all the money we had planned on and will need for the future That s why advance planning strategies must be supplemented by strategies to cope with an existing economic peril And once you ve made it through the dangerous times you ll want to evaluate your situation to ensure that you adjust your strategies from survival mode to those that enable you to plan ahead until the next threat On strategy Strategies are fundamental mental and emotional underclothes visible only to you and yours Our strategic plan is the mooring the underpinning that we use as our target for the tactics with which we deal in our daily lives On controlling expenses I emphasize reviewing your expenses periodically because situations change and pricing of various options changes as well If you make decisions on a never again basis you might find you are paying way too much for the basic services and you are merely causing yourself to work harder to stay in the same place from The Consultant s Survival Guide When businesses government agencies and other organizations are faced with problems they can t solve on their own they turn to you the management consultant for expertise perspective and rational solutions But what happens when your business is threatened by forces you can t control Who helps you put your problems in perspective analyze your situation and find a remedy Is there a consultant s consultant There is now In her thirty years as a management consultant Marsha D Lewin has seen it all the booms the busts the endless uncertainties She knows that some consultants ride out the tough times with relative ease while others equally talented are quickly overwhelmed In The Consultant s Survival Guide she reveals 14 strategies that will keep your consulting practice going through good times and bad and she offers specific tactics you can use to make sure your strategies succeed You ll learn how to Cut expenses in hard times without undercutting the quality of your services Keep your fees up and your clients smiling Avoid giving away the store when writing a proposal Ensure that your work produces a tangible result for clients Use downtime to build up your business Expand the geographical perimeters of your client base Market your services without spending a dime Develop and maintain a reputation as a competent conscientious reliable consultant Many of the strategies and tactics you ll discover in this book will help boost your profits in any business climate Others are rules to live by that should influence every action of your professional life All are practical steps that you can implement easily to make your practice stronger more profitable and more fit for survival starting today

**Consultant's Survival Guide** Max Traylor, 2023-02-21 We the consultants we re

successful in business but not living the personal lives we deserve We rationalize our life sacrifices as good problems because we re selfless by nature The truth is if we go down nobody wins We have to start taking care of ourselves first This book contains insights from eight years of interviews with consultants around the world They provide an alternative mindset to the culture of hustle and sacrifice with practical business decisions to back it up **A Survival Guide for New Consultants**

Alvin. Alexander,2014-01-25 Alvin Alexander worked as a consultant for over twenty years He began at the bottom working for a small salary plus the exciting promise of performance incentives Sadly those incentives didn t come right away In fact they barely came at all during the first year But he kept pushing on and after working 90 hour weeks for 18 24 months and making pretty much every mistake a consultant can make such as offering advice without knowing all the facts or before anyone actually asked for his advice things got better The short story is that he created his own consulting firm grew his income to over 300 000 per year sold his business and retired before his 45th birthday Here s how Mr Alexander describes A Survival Guide for New Consultants As I wrote this book I kept thinking back to my first years as a consultant the lean years and asked Would this information have helped me I also thought about the employees I hired and how I coached them to prepare for meetings and handle certain situations If I thought a story told an important lesson I included it here In the end this book is for any consultant with ambition It s written for the consultant who wants to be involved in the big decisions the consultant who meets with clients and prospects to discuss their most challenging problems the consultant who makes the big presentations influences decision makers and has happy long term customers It s for the person who aspires to be a partner in a consulting firm or who wants to run his own consulting business Finally with the summary sections cheat sheets at the end of the book you can also use this as a reference manual such as reminding yourself of the important points the night before a big meeting I hope you enjoy this book and I hope it leads to a rewarding fulfilling career All the best Al Note This book was originally published as a Kindle eBook under the name Zen the Art of Consulting **Agency Survival Guide**

Max Traylor,2020-05-03 [Soldier of Fortune 500](#) Steve Romaine,2002 Romaine an independent consultant who has held high level consulting and managerial positions with many large companies including NationsBank and IBM offers an autobiographical account with people s names changed of his move from employee to self employed consultant with insight provided into business and management decision making and the role of the consultant in the current corporate climate Annotation copyrighted by Book News Inc Portland OR **The Independent Consultant's Survival Guide** Mike

Johnson,2005 Every year thousands of people like you decide to make the move to independent consultancy and next year hundreds of them will go crawling back to the security of paid employment The problem is simple to succeed at most jobs you have to be good at what you do to succeed as an independent consultant you also have to be good at everything else all those people you used to work with did as well The Independent Consultant s Survival Guide is for people who are serious about becoming a successful independent consultant It provides advice from people who ve been there and survived long enough to

tell the tale Rather than being a book about how to consult The Independent Consultant's Survival Guide is about how to be a consultant Filled with examples from people who've been incredibly successful some who make a living and some who failed it distills advice and experience into a useful text covering how to get started marketing yourself developing the business and more If you want to make it through your first year see your business prosper and grow and don't want to have to go back and get another job working for somebody else then this book will be an invaluable resource      **The Consultant's Quick**

**Start Guide** Elaine Biech,2008-12-03 The Consultant's Quick Start Guide offers a practical approach to setting up a consulting business Throughout the guide Elaine Biech author of the best selling The Business of Consulting shares both her own secrets as well as those of numerous other successful consultants With a focus on the business side of consulting Biech takes you through a painless fill in the blanks step by step process for setting up your consulting firm New sections include Why A Consulting Career Five Reasons Why You May Be a Good Investment How Much Will Clients Pay Your first To Do List What to call your business Creating and writing Business Plans Office Location Options Setting up your office including Furnishing Your Office and planning your Technical Needs Electronic Records including Monthly Expense Records Revenue Projections and Invoicing Staying Organized including a Session Planner Determining your market niche Creating your marketing plan Developing your website Reviewing your first year with your family Electronic resource list available online Skills And Knowledge Required of Consultants      **The New Consultant's Quick Start Guide** Elaine Biech,2019-04-30 An

action plan for working as a consultant Management consulting is a 250 billion industry and growing at a rate of over four percent annually Many predict that more than 40 percent of the U S workforce will soon be contingent freelance or consulting members of the workforce making this book more relevant than ever Individuals become independent consultants out of necessity or preference necessity because they lost their job or the company offered an attractive exit package preference because they want a career change more control over their time or an enriched varied work situation Consulting also appeals to the Millennial workforce who are searching for careers that offer a good salary as well as meaningful work The New Consultant's Quick Start Guide Serves as a companion to The New Business of Consulting Provides you with a place to plan your transition into consulting Helps you identify your niche develop a business plan charge what you're worth and create a marketing strategy to ensure a steady stream of clients Prepares you for changes you will encounter beyond your professional life including social family and financial aspects The New Consultant's Quick Start Guide helps you work through the challenges of consulting such as working alone deciding on necessary insurance coverage finding your first clients struggling with cash flow and understanding market trends      **Consulting Survival Guide** Thomas Navin Lal,

Principles and Practices of Professional Consulting Steven C. Stryker,2011-01-16 Although consultants influence the outcome of major endeavors in the fields of management finance government and engineering few attempts have been made to establish the tenets and techniques of consulting In Principles and Practices of Professional Consulting author Steven C

Stryker outlines the basic tools required of this critical skill. In doing so he looks into the history of consulting, the consulting process itself and the key practical skills and techniques that are needed for successful consulting. Case examples based on real life situations aptly demonstrate the applicability of the material to current consulting activities. After introducing the topic and presenting some background information, this book goes through the process of consulting from meeting and securing clients to planning and implementing a proper strategy to terminating and evaluating assignments. It provides techniques and principles at each stage of the process which are sure to improve one's consulting practice. This book presents much crucial information that can be immediately used by professionals and students in various disciplines. It is both comprehensive, covering all the essential aspects of professional consulting by uniting theory and practice into a single resource, and accessible, presenting this information in a clear cut manner that allows it to be easily used by anyone wishing to learn more about the important art of professional consulting.

**The Business of Consulting** Elaine Biech, 2011-01-13  
Designed as the go to reference for managing a consulting business, *The Business of Consulting* is candid, practical and eminently useful. Fine tuned to address the changes in today's business environment, this vital resource outlines the basics for managing a consulting practice and shows how to: Develop a business plan, Market your business, Charge for your services, Build a client relationship, Grow the business, Ensure your continued professional growth, Make money in the profession.

**The Computer Consultant's Guide** Janet Ruhl, 1997-07-31  
*THE COMPUTER CONSULTANT'S GUIDE* If you're serious about striking out on your own as a computer consultant, you don't need a pep talk. You need reliable, authoritative information that will prepare you for the realities of independent consulting. You need to meet experienced consultants who have learned from their own successes and failures and who can teach you what it takes to develop a consultant mentality: attract and hold clients, set realistic prices, collect your money, run a business on your own, avoid tax problems and much more. In this Second Edition of *The Computer Consultant's Guide*, Janet Ruhl introduces you to more than 150 practicing computer consultants. In their own words, these professionals tell you how they feel about their work, what problems they commonly encounter, which real world solutions worked for them and which didn't. You'll even get to listen in on disagreements over touchy subjects such as when to discount rates and whether to insist on a written contract. You'll hear both sides of every question and decide for yourself which approach is right for you. *The Computer Consultant's Guide* doesn't stop there. In excerpts from in depth interviews with leading consultants, Ruhl addresses a host of important issues that will affect your day to day life as a consultant and could make or break your future: insurance requirements, effective image building, marketing techniques that work and managing the client relationship. New information in this Second Edition includes tax requirements and standard business practices for Canadian, U.K. and European consultants and new tips and tricks from working consultants as well as ideas on how to use the Internet and World Wide Web to support and enhance your business. This practical, down to earth handbook also includes updated resource lists, extensive up to date information based on Janet Ruhl's

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**Careers in IT Consulting** WetFeet (Firm), 2009 *The Parenting Coordinator and Consultant Survival Guide* Susan Carpenter, 2017-11-09 The Parenting Coordinator and Consultant Survival Guide will help divorced parents understand what they are experiencing in Family Court and why it seems upside down and backwards from a parent's perspective This book will give parents an understanding of what court appointed parenting coordinators do and how interacting with them in the face of high conflict divorce situations can escalate the conflict Consider this your needle in the haystack with information you won't find anywhere else To learn tips on how to survive the nightmare and get your children out of the middle order your copy today *The Boston Consulting Group*, 2009 [Subject Guide to Books in Print](#), 2001 **Consultants & Consulting Organizations Directory** Cengage Gale, 2009-05-12

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