



The Business Plan Guide for Independent Consultants

Herman Holtz

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The Business Plan Guide for Independent Consultants Herman Holtz, 1994-12-13 At last a complete business plan guide just for independent consultants And who better to write it than North America's 1 bestselling author on consulting Unlike most general business plan books that focus on raising capital and applying for loans this unique do it yourself guide concentrates on defining services and products Written by Herman Holtz the nation's leading expert on making it as an independent consultant it tells you everything you need to know to develop a realistic workable business plan that prepares you for any contingency and helps guide your day to day decision making as your business flourishes and grows Numerous illustrations and worksheets guide your every step and save you the drudgery of starting from scratch This book covers all business planning topics of crucial concern to consultants including Defining your products or services Market research and sales strategies Rate structures and income projections Worksheets to help you create objectives and set goals Sample business plan Includes the Author's Disk to help you prepare your business plan from defining your services and target market to estimating start up costs setting rates and consulting fees and projecting income Boilerplate contracts and letters of agreement are also provided

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Small Business Sourcebook Yolanda A. Johnson, Sonya D. Hill, Julie A. Mitchell, 1998 **Small Business Sourcebook**, 2010 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works statisticians suppliers trade shows and venture capital firms Harvard Business School Core Collection Baker Library, 1999 *The Best Home Businesses for the 21st Century* Paul Edwards, 1999-09-13 This invaluable guide provides comprehensive profiles of more than one hundred hot new businesses that promise the top opportunities for small business people in the future Paul and Sarah Edwards explore the best opportunities for self employment in the next century ranging from being a business network organizer to running a transcript digesting service and provide expert step by step advice on the skills and knowledge needed to startup the start up costs pricing and potential earning the best ways to get new business the advantages and disadvantages of each business the hands on advice of those already in the field In addition to the nearly one hundred businesses profiled an expanded section on The Best of the Rest explores dozens of additional top businesses to watch for *The Best Home Businesses for the 21st Century* is the smartest most complete book available for anyone looking for right ways to make it on their own The Library ... Your Business Network Lincoln Library (Springfield, Ill.), 1995 **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

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