



The Overnight Consultant

Marsha D. Lewin

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- * What you need to know immediately to jump-start your consulting career
- * What you need to do tomorrow to bring in clients
- * What you need to do long-term to manage your consulting practiceEverything you need to know to start a new career as an independent consultant . . . overnight!

Has corporate life begun to seem like too narrow a fit for your talents and personality? Feel like you're ready to make a go of it as an independent? Has the latest wave of downsizings left you with plenty of skills but no job? With The Overnight Consultant, you can be confidently up and on your way to a new career as an independent consultant in as little as 24 hours!

This no-nonsense, nuts-and-bolts guide supplies you with a set of simple, practical steps you can take to kick off a new career as an independent consultant immediately. It also fills you in on what you need to know to keep the ball rolling once you've started. Drawing on more than three decades of experience as a management consultant, Marsha D. Lewin zeroes in on all the critical issues involved with setting up, managing, and growing your consulting business, including:

- * Packaging your skills and marketing your services
- * Finding clients and keeping them
- * Setting fees and writing contracts
- * Getting paid
- * Organizing your business and managing your office
- * Record keeping and accounting
- * Getting the most out of your PC
- * Stress management
- * And much more

The Overnight Consultant is packed with checklists that help keep you on track, loaded with sample business forms that you can put to work in your practice, and filled with nuggets of wisdom from successful consultants around the nation who tell you what they know about getting started and making it as an independent consultant.

Why wait another moment for financial independence? Jump-start your new career today with The Overnight Consultant.



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