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Million Dollar Consulting; Amazon.co.uk: Weiss, Alan ...

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Million Dollar Consulting - Alan Weiss, PhD

Million Dollar Consulting ist trotz englischer Sprache ein zugänglicher Beraterratgeber. Die Lektüre des Handbuchs lohnt sich aus meiner Sicht, falls - Sie planen sich als Consultant selbstständig zu machen und Ihre eigene (Solo-)Beratung vorantreiben wollen oder - an Ihren Consulting Marketing- & Vertriebsfähigkeiten feilen möchten.

Million Dollar Consulting: The Professional's Guide to ...

Alan distilled the patterns and lessons that helped those, who became successful consultants, including himself, into Million Dollar Consulting. Not all of them are set in stone, but there sure are a few core principles the majority of "million dollar consultants" use as the foundation of their success. Here are 3 of them:

Million Dollar Consulting by Alan Weiss: Book Summary & Review

The acclaimed Million Dollar Consulting gives consultants the tools and advice they need to grow a firm that rakes in at least \$1 million per year. Alan Weiss, "the consultant's consultant," shows step-by-step how to raise capital, reel in new clients, set fees, accelerate growth, and more.

Million Dollar Consulting: the Professional's Guide to ...

Packed with the most up-to date information available, "Million Dollar Consulting" will boost performance and profits for you and the companies you consult. 'Blast out of the per diem trap and into value billing' - Jim Kennedy, Founder, Publisher, and Editor, "Consultants News".

Million Dollar Consulting: The Professional's Guide to ...

MILLION DOLLAR CONSULTING. WE ARE ALL CONSULTANTS (OR ARE WE?) The dictionary will tell you, tersely, that a consultant is someone who provides advice . professionally (italics mine). That means, as I interpret it, for money. Thus, some of us are "amateur" consultants and some "profes-sional." I guess the former are sort of quasi-consultants in the manner that the Federal Reserve is a ...

Million Dollar Consulting - McGraw-Hill Education

The book is packed with the best advice to really build a million dollar practice. I have started already to cut fat, my two former partners are gone, do not need them to work, do not need to share my income with them, from now on if I need help it will be on a project basis. Though there are lots of advice and wisdom in this book.

Million Dollar Consulting: Weiss, Alan: 9780071622103 ...

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