



Starting Your Career as a Consultant

Leticia Gallares-Japzon

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You've got ample skills and expertise in your profession to become a consultant, but how exactly do you start the process? What are the first steps, where will you work, and how do you generate business? *Starting Your Career as an Independent Consultant* has all the answers to these questions and those you might not even know to ask!

Author Leticia Gallares-Japzon reveals practical tips and personal advice for anyone interested in consulting, from tests that will tell you if you've got what it takes to become a consultant, to preparing a business plan, taking out loans, networking and growing your list of contacts, arranging your own office, filling out tax forms, marketing using traditional and social media platforms, interviewing with potential clients, charging for your services, writing contracts and proposals, and preparing reports and presentations.

Becoming a free agent in today's economy makes a great deal of sense. With handy checklists, practice exercises, personal anecdotes, tables, and charts, this valuable guide will arm you with the necessary knowledge to become successful in this endeavor.

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