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Consulting, written by Peter Meyer,
can help you answer these questions
and make your new career a
successful one. The book does not
provide step-by-step instructions for
incorporating, accounting, or the
myriad of other details required for
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From start-up costs to contract negotiation, from taxes to pricing and marketing, you get concise, straightforward advice and guidance on all the critical issues involved. And throughout the text you'll find candid accounts from seasoned computer consultants who share invaluable insights into all aspects of the business.

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In fact, I told him, Weiss has just released a revised edition of the classic *Getting Started in Consulting*, a

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book he originally wrote in 2000.

~~How To Get Started In Consulting— Forbes~~

Consulting is a great and quick way to get started. There's no inventory needed. There's no special title or education you need (unless you're giving out certain types of medical or financial info). There's no barrier to getting started. But the biggest problem people have with starting as a consultant is FINDING THE DAMN CLIENTS!!

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A new revision of the successful guidebook for novice consultants Getting Started in Consulting, Second Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income working from a home office.

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