

(Download free pdf) Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition

Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition

Alan Weiss

*audiobook / *ebooks / Download PDF / ePub / DOC*



#144068 in eBooks 2016-04-27 2016-04-27 File Name: B01DNEC4B2 | File size: 46.Mb

Alan Weiss : Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition before purchasing it in order to gage whether or not it would be worth my time, and all praised Million Dollar Consulting: The Professional's Guide to Growing a Practice, Fifth Edition:

0 of 0 people found the following review helpful. Much of this book seemed like personal bragging wrapped in really odd (and not so ...By CZ15A big book of blah. It might not have helped that I listened to a few interviews of the author

and I got a really poor taste. Much of this book seemed like personal bragging wrapped in really odd (and not so helpful) advice - i.e. "Be sure not to spend too much time on the internet." To its credit, it does seem like it was updated from the original publishing but I get no real impression that the author is "dominating" the online marketing/business world - especially after looking at his personal websites as well as the other business websites he owns. Kind of cheap and outdated (which was the impression I got from the book). My plan is to walk away from the author's work for a few months. Forget reading this book and pick up another one (hopefully it won't be as bad).

0 of 0 people found the following review helpful. Really? By The Builder Some good and some common sense.

2 of 3 people found the following review helpful. A WAKE up call By Rodney There is a lot of stuff in this book that I'm already doing, which is confirming. But I got a big kick from all the neat ideas connected with the Rainmaker concept. Excellent suggestions. I particularly related to the contrarian idea. I could relate to that in a big way. A great read - very helpful.

Build a thriving consultancy with the updated edition of this classic bestseller Having inspired generations of consultants and entrepreneurs around the world, the "Rock Star of Consulting"; Alan Weiss returns with a revised and completely updated edition of his authoritative guide to consulting success. Weiss provides his time-tested model on creating a flourishing consulting business, while incorporating and focusing on the many dynamic changes in solo and boutique consulting, coaching, and entrepreneurship. In addition to guidance on raising capital, attracting clients, and creating a marketing plan, he also gives brand new step-by-step advice on:

- Harnessing today's global opportunities
- Developing brands across markets
- Creating and licensing intellectual property
- Avoiding the pitfalls of social media
- Landing unsolicited referrals through counterintuitive methods
- Managing and organizing your time wisely
- Succeeding in the face of continuing turbulence

Find out why this book has been the classic go-to for consultants for nearly twenty-five years, and learn how to grow your business into a \$1 million-per-year firm today!

About the Author Alan Weiss is the founder and president of the renowned Summit Consulting Group, Inc. The only non-journalist to receive the Lifetime Achievement Award by the American Press Institute, he is an inductee into the Professional Speaking Hall of Fame; and the concurrent recipient of the National Speakers Association Council of Peers Award of Excellence. He has written 60 books that have been translated into 12 languages.