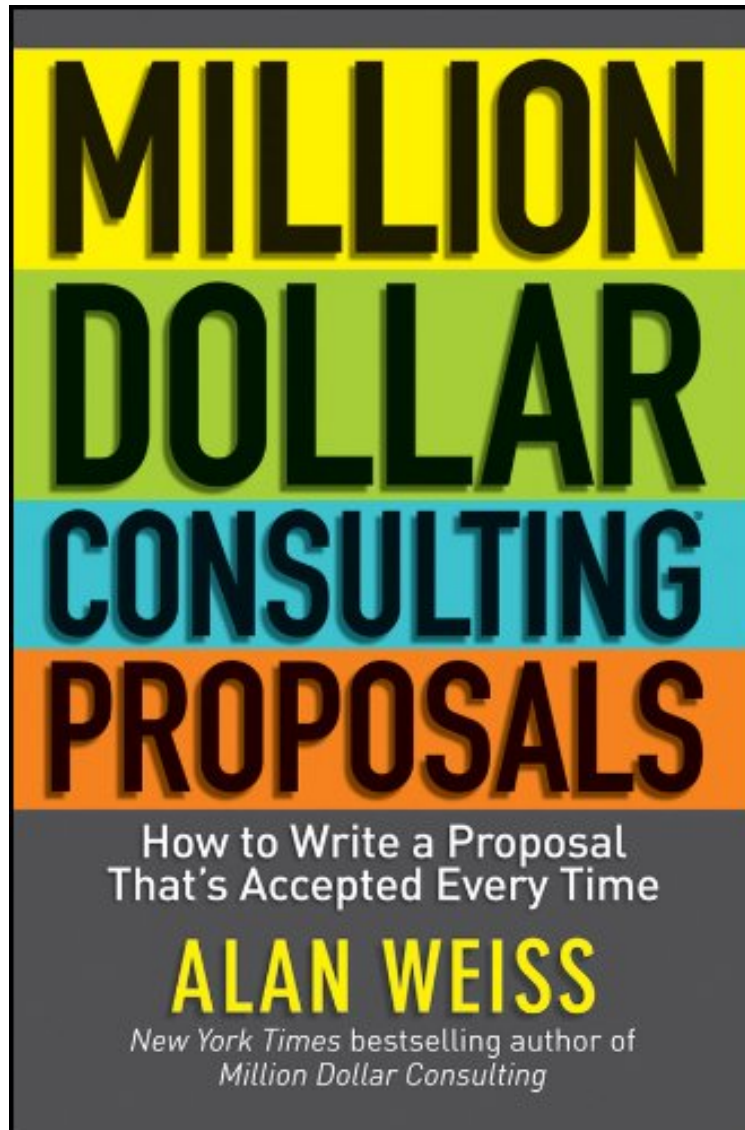


# Million Dollar Consulting Proposals: How to Write a Proposal That's Accepted Every Time

Alan Weiss

ePub | \*DOC | audiobook | ebooks | Download PDF



DOWNLOAD



READ ONLINE

#116649 in eBooks 2011-10-14 2011-10-14 File Name: B005VREGLG | File size: 53.Mb

**Alan Weiss : Million Dollar Consulting Proposals: How to Write a Proposal That's Accepted Every Time** before purchasing it in order to gage whether or not it would be worth my time, and all praised Million Dollar Consulting Proposals: How to Write a Proposal That's Accepted Every Time:

1 of 1 people found the following review helpful. A MUST Read for any business, regardless of size!By ETRM GuruThank you for helping me realize I am way undervaluing my services!When I read the book, I thought no way can I charge more than I do.After writing the first proposal, I realized I am way undervaluing what I do!And, I am

going to bid on value, not on \$123/Hr rates. You are correct too about mega big billing machines - All Bills, No Benefits! 0 of 0 people found the following review helpful. an excellent book about one of the most important parts of ...By Robert Kirk This is the third book I've read from Dr. Weiss and this one is much more technical and focused, as the name says, on proposals. This should not be your first book from him. It is, however, an excellent book about one of the most important parts of the consulting process. I really enjoy Dr. Weiss' style and philosophy and this book was extremely useful and applicable. 0 of 0 people found the following review helpful. Insightful, useful and practical. By Nana A very practical business guide that can also serve as a reference resource. It is concisely written and contextually relevant to both entry level and experienced consultants. With precise steps and directions, it makes for easy adoption into business strategies and everyday activities. For me the practicality of dealing exclusively with the 'buyer' is limited in some countries by national procurement requirements. Some of these regulations gives more power to non-buyers for choosing consultants than is acknowledged in this book. However with little effort the same strategies here can be adapted for most of these issues. At worst the million dollar proposal will become "near million dollar proposals" which is not terribly bad at all.

Bestselling author of Million Dollar Consulting shares the secrets of writing winning proposals Intended for consultants, speakers, and other professional services providers, Million Dollar Consultingreg; Proposals ends forever the time-consuming and often frustrating process of writing a consulting proposal. It begins with the basicsmdash;defining these proposals and why they are necessarymdash;and coaches you through the entire proposal process. In this book, you'll learn how to establish outcome-based business objectives and maximize your success and commensurate fees. From bestselling author Alan Weiss, Million Dollar Consulting Proposals delivers step-by-step guidance on the essential element in creating a million dollar consultancy. Outlines the nine key components to a Million Dollar Consulting proposal structure Presents a dozen Golden Rules for presenting proposals Offers online samples, forms, and templates to maximize the effectiveness of these tools The New York Post calls bestselling author Alan Weiss "one of the most highly regarded independent consultants in America." Alan Weiss's expert guidance can lead your consulting business to unprecedented success, and it all starts with a million dollar proposal.

From the Back CoverThe bestselling author of Million Dollar Consulting shares the secrets of writing winning proposals Million Dollar Consultingreg; Proposals forever ends the time-consuming and often frustrating process of writing a consulting proposal. Weiss offers step-by-step advice on the essential elements of a million dollar consultancy, including the nine key components of a Million Dollar Consulting proposal structure and the Golden Rules for presenting it. You'll also learn how to get past the goblins at the gate, establish trusting relationships, and time your follow-ups with precision. Acquire the skills to effectively deal with legal departments, secure retainers, and constantly hone your technique. Alan Weiss's expert guidance can lead your consulting business to unprecedented success, and it all starts with a million dollar proposal. "Where other consultants complicate and jargon-ize, Alan provides simple, counterintuitive common sense. He poses basic questions (like 'What is a proposal?') that we think we know the answer to only to find out that we don't. There is no denying the unmistakable rationale that pervades the principles laid out in this book. Yet so many of us do not follow these principles because of bad habits we have picked up over time. Alan's advice helped us build growth and value in our business and sustain it over many years. The advice contained in this book will help many others do the same."mdash;Dr. Joe Zammit-Lucia, artist, author, entrepreneur, and founder and President of Web of Life Foundation ([www.wolfoundation.org](http://www.wolfoundation.org))About the AuthorAlan Weiss, PhD, is a consultant, speaker, and bestselling author. He has the strongest independent consulting brand in the world and his firm, Summit Consulting Group, Inc., has attracted clients such as Merck, Hewlett-Packard, GE, Mercedes-Benz, and more than 500 other leading organizations. His prolific publishing career includes forty-five books, some of which have been on university curricula and translated into nine languages. The New York Post calls him "one of the most highly regarded independent consultants in America."