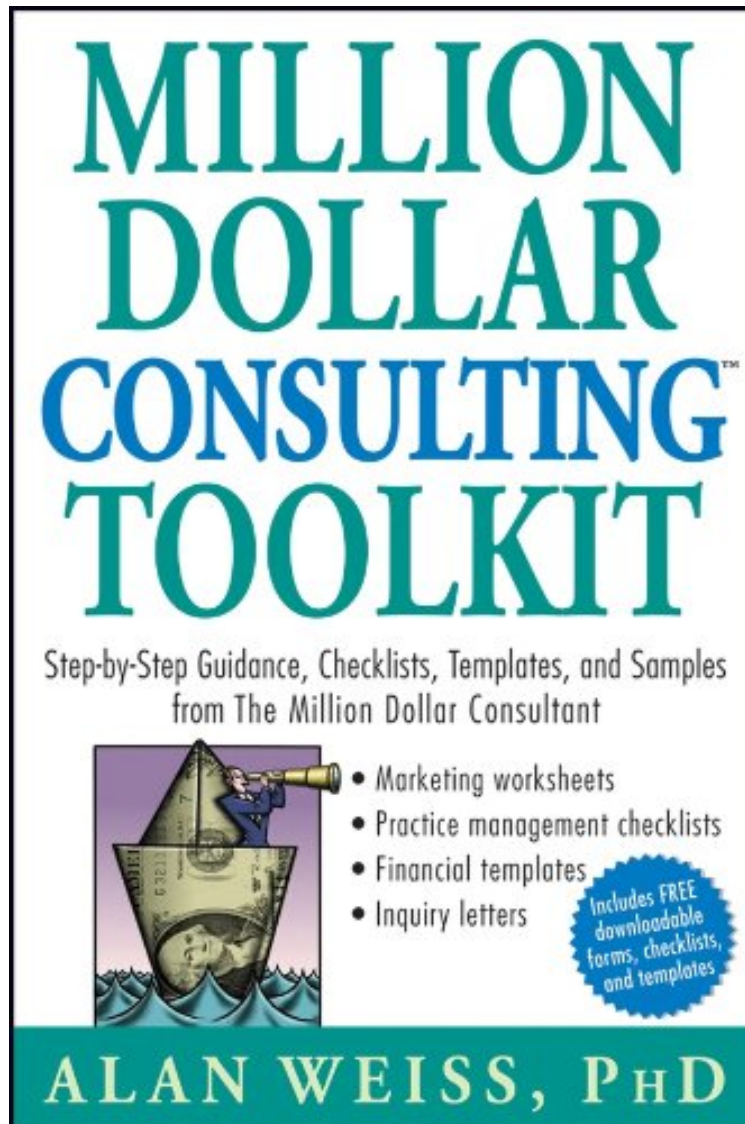


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Million Dollar Consulting Toolkit: Step-by-Step Guidance, Checklists, Templates, and Samples from The Million Dollar Consultant

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6 of 7 people found the following review helpful. Great Companion Book to "Million Dollar Consulting" By Mitch Paioff This is Alan Weiss's companion book to "Million Dollar Consulting", which is the best book on consulting I have ever read. This newer book, published in 2006, about four years after "Million Dollar Consulting", provides the reader with helpful checklists, templates, and samples that are customized for the consulting industry. Before I started reading this book, it seemed to me that the author would be stating the obvious by providing me with information that I, as a consulting veteran, had already had learned or developed myself. But I found myself reading every chapter and making mental notes on how I could improve my business. I disagree with Weiss's assertion on page 134 that it is a waste of time for consultants to self-publish their own books. I am the author and self-publisher of three books, and I have gained prestige, recognition, and money as a result. Despite this, I still admire Weiss's work, and continue to refer to his writings for guidance. Here is my suggestion for aspiring consultants: 1) read "Million Dollar Consulting" by Alan Weiss, 2) read "How to Acquire Clients" (also by Alan Weiss), and 3) read this book. The combination is a recipe for success for anyone in the consulting business. Mitch Paioff, Author, Getting Started as an Independent Computer Consultant 1 of 1 people found the following review helpful. Lots of important tools for starting consulting business quick By Christina Blanchar This book has lots of important tools. They are great for someone starting out. It needs to be updated, however. Social media as fast as it is developing, is not included much in this edition. 0 of 0 people found the following review helpful. Excellent Tools for the Consultant! By T. Thorsen I am a huge believer in "not reinventing the wheel" whenever I can avoid it. Alan's toolkit is a great starting point for a host of consulting documents, artifacts, and "things to consider" items. Not only does his work withstand inspection on its own, the fact that it is field tested adds to its credibility. Taken in tandem (so far) with the materials he has published on his website, this has been a huge time-saver for me! I look forward to taking in his other titles.

The practical toolbox for readers of Million Dollar Consulting This useful guide provides specific checklists, guidelines, templates, and actual examples for every step of the consulting process. It covers marketing, sales, meetings, implementation, follow-up, invoicing, practice management, insurance, equipment, subcontracting, and scores of other elements. Thousands of people have bought Weiss's Million Dollar Consulting and started their own consultancy. Now, this handy resource goes hand-in-hand to provide all the tools new consultants need to enact all the recommendations and ideas in Million Dollar Consulting. Alan Weiss, PhD (East Greenwich, RI), has consulted for hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, Chase, American Press Institute, and the Times-Mirror Group. He is the author of 12 books, including Getting Started in Consulting (0-471-47969-1) and Organizational Consulting (0-471-26378-8).

From the Back Cover The essential resource for beginning consultants Alan Weiss is one of the most successful consultants in the world. Through his popular books on the subject—including Million Dollar Consulting™ and Getting Started in Consulting—he has helped thousands of people start and run their own successful consulting businesses. Now, with Million Dollar Consulting™ Toolkit, Weiss provides a one-of-a-kind resource that goes hand in hand with his own books—or any other guide to starting your own consultancy. This handy kit is packed with flexible, customizable tools for implementing all the recommendations and ideas you'll find in Weiss's other books. It offers a wide range of options, so you can pick what's right for you and succeed on your own terms. Inside, you'll find checklists, guidelines, forms, templates, examples, suggested reading material, and other helpful resources that cover virtually every aspect of your consultancy, including: Managing your office or home practice Marketing and selling your services Traveling for business Managing your own Web site Balancing life and work Delivering projects on time and on budget Dealing with financial and legal considerations Finding new leads and repeat business And much more! The tools and tips in this book will save you time and money, and help you maximize your profits. Packed with expert advice from a successful consultant and unbeatable tools you won't find anywhere else, Million Dollar Consulting™ Toolkit gives you everything you need to stop dreaming about your own practice and start practicing it. About the Author ALAN WEISS, PhD, has consulted for hundreds of organizations around the world, including Mercedes-Benz, Hewlett-Packard, Merck, JPMorgan Chase, American Press Institute, and the Times-Mirror Group. He is the author of twenty-four books published in seven languages, including Getting Started in Consulting and Organizational Consulting, both from Wiley.