



Million Dollar Consulting, New and Updated Edition: The Professional's Guide to Growing a Practice

Alan Weiss

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This updated edition aims to provide a comprehensive guide to building a consulting business that will bring in a million dollars a year. It describes how to raise capital, target new clients, hire staff and set up a fee structure. The book breaks down each step of developing a successful consulting business into concise, easily-understood steps, offers specific examples and procedures and features checklists, guidelines and a resource section at the end of the book.

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