



Consulting On the Side: How to Start a Part-time Consulting Business While Still Working at Your Full-time Job (Paperback)

By Mary F. Cook

John Wiley and Sons Ltd, United States, 1996. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book. Build a thriving business while holding down a full-time job. Do you yearn to strike out on your own, take charge of your destiny, and create a better, more independent lifestyle for yourself? Read this book and learn how to start your consulting business while you still have the security of a regular job.

Consulting on the Side is for the professional who longs for independence but can't simply walk away from a steady paycheck and company health benefits. Successful consultant and business author Mary F. Cook shows you how to build a thriving consulting practice gradually, without leaving your full-time job. Drawing upon her own experiences and those of others who established successful consulting practices on the side, she covers all the bases and offers sound, practical advice on everything from logistics to finances, ethics to personal issues. You'll learn how to: Build a healthy client base while working a 9-to-5 job Market your services effectively without spending a fortune Respond to outside clients while staying productive at your current job Set fees and negotiate...



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