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Million Dollar Consulting 5E

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Million Dollar Consulting 5E

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Million Dollar Consulting 5E Alan Weiss

Revised edition of the go-to classic on building your own thriving consultancy

First published in 1992, *Million Dollar Consulting* has influenced and inspired generations of consultants and entrepreneurs around the world. In this revised fifth edition, the “Rock Star of Consultancy” Alan Weiss provides his time-tested model to create a successful consulting business, updated to reflect and incorporate the many changes in the consulting and coaching landscape since the release of the fourth edition.

With a focus on the dynamic changes in solo and boutique consulting, Weiss builds on his classic unified model, giving you step-by-step advice on how to:

• take advantage of new global opportunities
• develop brands
• create and license intellectual property
• avoid the pitfalls of social media
• incorporate counterintuitive methods that lead to unsolicited referrals
• manage and organize your time wisely
• succeed in the face of turbulence

Find out why this book has become the classic go-to for consultants, and learn how to grow your business into a $1 million-per-year firm!

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 32 books that have been translated into 9 languages.

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Omar Carter:

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