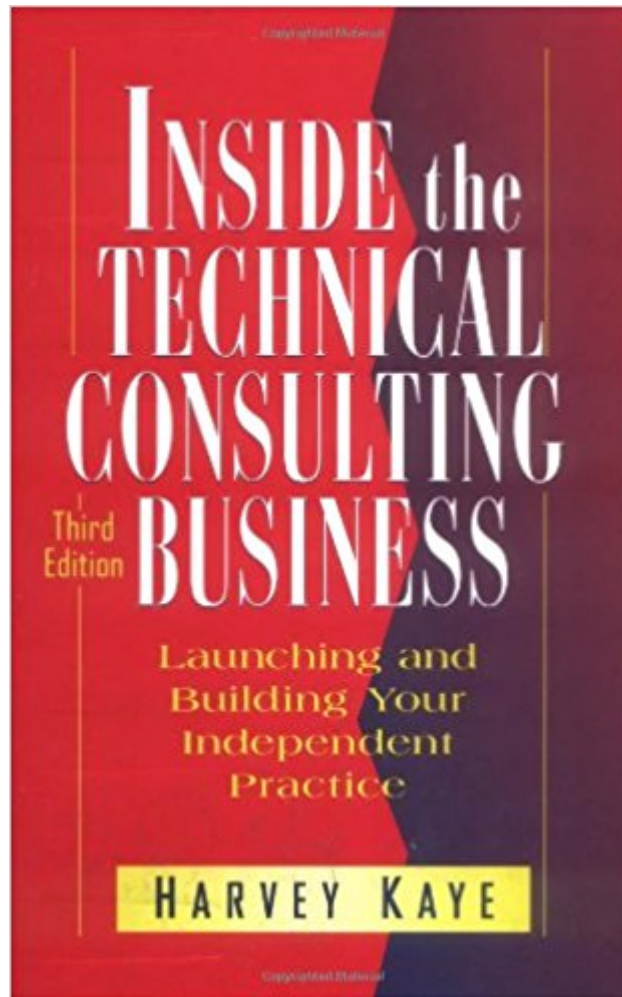# Inside The Technical Consulting Business: Launching And Building Your Independent Practice

Synopsis

Join the thousands of professionals who have already gotten Inside the Technical Consulting Business -- and discover how to channel your technical know-how into an exciting career as an independent consultant. This Third Edition of Harvey Kaye's bestselling guide gives you the focused, no-nonsense help you need to start and run your own consulting practice in today's ultracompetitive environment. What's inside: Setting up your consulting business. The lowdown on finances, record-keeping, office space, taxes, and choosing the form of business organization that's right for you. Insider's guide to proposals and contracts. Gives plenty of examples to use in your own consulting practice. Marketing secrets your boss never told you. Tips on creating demand for your services and keeping your clients coming back for repeat business. PLUS ALL-NEW MATERIAL ON: * Creating your personal strategic marketing plan. A step-by-step guide to developing and maintaining your competitive edge. * Learn from the pros. "Meet the Pros" interviews show how successful consultants handled some of the very problems you're likely to encounter. * Building successful client relationships. The inside scoop on keeping clients happy while protecting your own professional interests. * The technical challenges of consulting. A consultant's primer on problem-solving, coping with the information explosion, and organizing for maximum productivity.

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Customer Reviews

As an e-commerce consultant I was pleasantly surprised to see that someone had written about

exactly the kinds of experiences I've had with clients over the years. This is the first consulting book I've come across that covers all the issues in a straightforward way. It's full of great tips based on real life experience. Other consulting books tend to have a lot of fluff and padding, but this one gets right to the juicy issues in a concise manner. I makes for enjoyable reading, at times it is hard to put down. This is an essential book for anyone doing consulting or contract-based work.

If you are looking for one book on how to successfully consult as an engineer, this is not it. Readable in a weekend, the text is too superficial.It breezes over the nuts and bolts of consulting. Important tax law, such as IRS 'right-of-control' criteria for independency and methods of calculating/paying estimated taxes, are barely covered. Contract writing/review - a vital aspect of the consultation process, is hardly mentioned (although proposals, non-legally binding documents, are well covered). In general, the coverage of the legal and liability aspects of consulting is cursory.Kaye makes good points, but many would be obvious to any professional experienced enough to consult. What professional doesn't know how to dress for an interview or that bringing physical samples of work to the sales meeting is a good idea?When detail is provided, Kaye often favors an approach without substantiation. For example, on the all important topic of billing rates, calculation of rates based upon desired annual income is covered in detail, while methods of researching the rate which the market will bear are scarcely covered. Yet in real markets, the billable rate will be influenced (if not based entirely) upon the market rate. In fact, comparison of the market rate and the desired rate may lead the individual to choose *not* to consult. Analysis appropriate in a text about launching a practice.In conclusion, although Kaye's book has an affirming message and a fine bibliography, it holds few revelations or useful tools and will rarely be use for later reference.For those trying to decide whether to consult or interested in the "nuts & bolts" of consulting, I recommend Nolo's excellent, "Working for Yourself, Law & Taxes for Independent Contractors . . ." by Fishman. I am unable to recommend any books on marketing for consultants.

Although this book may seem a bit expensive and dated (written in 1998), it covers the basic and intermediate tenants of moving from an employee role to that of an independent consultant. Not an easy transition. The author uses his experience to provide 'pearls of wisdom' regarding getting started, reviewing business structures, marketing, business development, contracts and proposals, billing, dealing with difficult clients, etc, etc.Although small portions of the book will seem dated (discussing stationary needs, identifying the benefits of a mobile office), most of this text contains

tips and suggestions that are time-tested, proven, and cover the basic fundamentals of establishing any professional services practice. Think of this book as that aged mentor that we all wish we had, who's been everywhere, seen everything, and happy to impart his knowledge on you so you don't make the same mistakes he did.This book is a 'must have' and excellent foundation" for any new consultant's reference library. And will compliment more contemporary books from current authors.

ANYONE considering technical consulting as a full or part-time profession MUST READ THIS BOOK! It cover all aspects of consulting (including a personal reality checklist) in an easy-to-read manner and will be a permanent reference in my library.

This book is NOT a book on contract law or tax strategies for the self employed; but books on those things are easily found (NOLO press for contract law, for example.) This book really shines in providing encouragement and basic strategy for those considering the jump to self employment. Some of the info reads as a little dated (most consultants need websites and NOT paper brochures, for example), but still very solid.

I have his book since its release (actually I have both his 2nd and 3rd eds). However, I purchased this to give to a previous client who is now entering the consulting field (together with A. Weiss' book on Million Dollar Consulting). I much appreciated Harvey's engineer approach to his technical consulting business, he's more focused on some very concrete techniques, much of the valuable "nuts and bolts" of both the marketing, sales as well as back-office needs of the consultant. As such I feel its value goes far beyond technical consulting, to consulting in gereral. One I've used since day one, and the primary reason I bought it this time as a gift, is his "secret weapon" -- a portfolio of one page project descriptions -- his actual examples with : Title, Problem Statement, Visuals, and Solution. His focused on engineering, mine addressed reports, SOPs, FDA remediation, audits, 510(k) submissions, problems and their resolution, DOEs, control charts, and similar related to my field. I included about 20 of my own (using his page format, but different types of projects) in a leather binder together with certs, bus license copy and other documents to prove value to a potential client. This discussion alone is worth the price of the book and then some. While I initially used his time and materials approach to billing, I've since switched to Weiss' value approach (since a good consultant works faster that a mediocre one, why should the better consultant be penalized financially). Other that that, I've used the majority fo Harvey's material to good effect over the years in my own practice. Obviously I recommend it highly.

Inside the Technical Consulting Business: Launching and Building Your Independent Practice Resource-ful Consulting: Working with your Presence and Identity in Consulting to Change The Independent Filmmaker's Law and Business Guide: Financing, Shooting, and Distributing Independent and Digital Films Podcast Academy: The Business Podcasting Book: Launching, Marketing, and Measuring Your Podcast Building & Running a Successful Research Business: A Guide for the Independent Information Professional BUSINESS:Business Marketing, Innovative Process How To Startup, Grow And Build Your New Business As Beginner, Step By Step Online Guide How To Effective ... Grow And Build Business As Beginner) Home Based Business Escape Plan: How To Make $10,000 Per Month With Your Own Part-Time, Online Lifestyle Business: Home Based Business Ideas (Home Based Business Opportunities) Boat Building in Wood: From Lofting to Launching Stack And Sway: The New Science Of Jury Consulting Corporate Art Consulting Life Coaching: Complete Blueprint to Becoming a Powerful Influential Life Coach (Life coaching, Life improvement, positive thinking, coaching, better leadership, goals, consulting) Handbook of Trial Consulting Nurse Practitioner's Business Practice And Legal Guide (Buppert, Nurse Practitioner's Business Practice and Legal Gu) Start Your Own Computer Business: Building a Successful PC Repair and Service Business by Supporting Customers and Managing Money Coaching Volleyball Technical and Tactical Skills (Technical and Tactical Skills Series) Dad's Book of Awesome Science Experiments: From Boiling Ice and Exploding Soap to Erupting Volcanoes and Launching Rockets, 30 Inventive Experiments to Excite the Whole Family! Satellite Basics For Everyone: An Illustrated Guide to Satellites for Non-Technical and Technical People The Easy Way to Host Multiple Websites on EC2: A complete step-by-step recipe for launching and hosting multiple websites on a single EC2 instance Launching Global Health: The Caribbean Odyssey of the Rockefeller Foundation (Conversations in Medicine and Society) Vocational & Technical Schools West: More Than 2,300 Vocational Schools West of the Mississippi River (Peterson's Vocational & Technical Schools & Programs: West)