

Getting Started In Computer Consulting

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Getting Started in Computer Consulting, written by Peter Meyer, can help you answer these questions and make your new career a successful one. The book does not provide step-by-step instructions for incorporating, accounting, or the myriad of other details required for running a business.

~~Getting Started in Computer Consulting | Linux Journal~~

Getting Started in Computer Consulting From start-up costs to contract negotiation, from taxes to pricing and marketing, you get concise, straightforward advice and guidance on all the critical issues involved.

~~How to Start a Computer Consulting Business~~

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From start-up costs to contract negotiation, from taxes to pricing and marketing, you get concise, straightforward advice and guidance on all the critical issues involved. And throughout the text you'll find candid accounts from seasoned computer consultants who share invaluable insights into all aspects of the business.

~~Getting Started in Computer Consulting: Meyer, Peter ...~~

Employers typically prefer to hire computer network consultants who have a bachelor's degree in an area such as computer science, information science, or a related field. Courses commonly found in...

~~How to Become a Computer Network Consultant: Career Roadmap~~

Start Consulting Making the decision to start a freelancing career is a big step, but it doesn't have to be difficult. These startup resources will help put you on the right track.

~~Starting a Consulting or Freelance Career~~

In fact, I told him, Weiss has just released a revised edition of the classic Getting Started in Consulting, a book he originally wrote in 2000.

~~How To Get Started In Consulting - Forbes~~

Consulting is a great and quick way to get started. There ' s no inventory needed. There ' s no special title or education you need (unless you ' re giving out certain types of medical or financial info). There ' s no barrier to getting started. But the biggest problem people have with starting as a consultant is FINDING THE DAMN CLIENTS!!

~~Consulting As A Side Job: How To Get Started Consulting~~

Getting Started in Consulting offers a blueprint for people who want to take control of their future, be their own boss, and start their own consultancy. For almost two decades, Alan Weiss's Getting Started in Consulting has been the indispensable resource for anyone who wants to take the plunge and start a new consulting business. The book is filled with expert advice and the nuts-and-bolts basics about financing your enterprise, marketing your services, writing persuasive proposals ...

~~Getting Started in Consulting: 9781119542155: Business ...~~

A new revision of the successful guidebook for novice consultants Getting Started in Consulting, Second Edition provides practical solutions and proven strategies for launching a consulting business. Readers will learn how low overhead and a high degree of organization can translate into a six-figure income working from a home office.

~~Getting Started in Consulting by Alan Weiss~~

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How to make a living speaking, training, and running workshops and seminars Expert Bob Bly shares his secrets for earning \$1,000 to \$5,000 a day, or more, as a self-employed speaker, lecturer, or trainer. He shows readers, step-by-step, everything they need to know to become polished speakers, create winning presentations, find a market niche, set fees, get bookings, and much more. Aspiring speakers will learn about the corporate training market—who buys training, what the hot topics are, how to package and sell training courses, and what to charge. Bob Bly (Dumont, NJ) is an independent copywriter, advertising consultant, bestselling author, popular lecturer, and highly successful trainer.

Describes the market for computer consultants, identifies qualifications and responsibilities, and offers advice on getting started, setting fees, selecting a target market, and handling taxes

The definitive guide to getting out of the office and getting into consulting Getting Started in Consulting, Fourth Edition is the acclaimed real-world blueprint to professional and financial freedom. For nearly two decades, this invaluable resource has helped thousands of people quit the daily grind and become their own boss. This practical and motivational guide provides the tools and knowledge to control your future and secure your fortune. From establishing goals and sorting out the legal and financial paperwork to advanced marketing strategies and relationship building techniques, this indispensable book offers step-by-step instructions for you to establish and grow your own consultancy business. This extensively revised and updated fourth edition includes new and expanded coverage on topics including utilizing informal media, changes in legal and financial guidelines, key distinctions of wholesale and retail businesses, and much more. Author Alan Weiss delivers expert advice on how to combine minimal overhead with optimal organization to produce maximum income. Every step in the process is clearly explained, including financing, marketing, bookkeeping, establishing your fees, and more. This guide is a comprehensive, one-stop source for everything you need to prosper in the rapidly expanding world of private consultancy. Adopt a pragmatic and profitable strategy to achieve incredible results from your consultancy business Learn to identify and address the most common issues facing your prospects and clients Leverage technology to reduce labor, maximize profitability, and increase discretionary time Access sample budgets, case studies, references and appendices, downloadable tools and forms, and online resources The modern business landscape presents unique opportunities for those willing to take the leap from corporate offices to home offices. Getting Started in Consulting, Fourth Edition is the must-have guide for anyone seeking to cut their own path to their own consulting business.

The Complete, Authoritative Guide to Getting Started in Tax Consulting Tax consulting and return preparation is a fast-paced, dynamic industry—one that promises high earning potential. In this book, tax advisor Gary Carter shows you just what it takes to become an in-demand tax consultant. You'll discover how to break into the tax business, even with relatively limited education and training, and build a

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path to your new career with Carter's five-step formula for success. Brimming with expert advice from tax professionals and featuring up-to-the-minute coverage of everything from qualifications and employment opportunities to Internet resources, Getting Started in Tax Consulting shows you how to:

- * Assess your personality fit for the tax profession
- * Formulate your business plan for starting a tax practice
- * Find a niche for your tax services
- * Choose between a sole proprietorship, a partnership, a C corporation, an S corporation, and a limited liability company
- * Set your fees and market your services
- * Perform research-an essential skill of the tax professional
- * Make the IRS your partner and advisor-not your adversary
- * Start a Web-based tax service

Hands-On Ethical Hacking and Network Defense, Second Edition provides an in-depth understanding of how to effectively protect computer networks. This book describes the tools and penetration testing methodologies used by ethical hackers and provides a thorough discussion of what and who an ethical hacker is and how important they are in protecting corporate and government data from cyber attacks. Readers are provided with updated computer security resources that describe new vulnerabilities and innovative methods to protect networks. Also included is a thorough update of federal and state computer crime laws, as well as changes in penalties for illegal computer hacking. With cyber-terrorism and corporate espionage threatening the fiber of our world, the need for trained network security professionals continues to grow. Hands-On Ethical Hacking and Network Defense, Second Edition provides a structured knowledge base to prepare readers to be security professionals who understand how to protect a network by using the skills and tools of an ethical hacker. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

THE COMPUTER CONSULTANT'S GUIDE If you're serious about striking out on your own as a computer consultant, you don't need a pep talk. You need reliable, authoritative information that will prepare you for the realities of independent consulting. You need to meet experienced consultants who have learned from their own successes and failures and who can teach you what it takes to develop a consultant mentality, attract and hold clients, set realistic prices, collect your money, run a business on your own, avoid tax problems, and much more. In this Second Edition of The Computer Consultant's Guide, Janet Ruhl introduces you to more than 150 practicing computer consultants. In their own words, these professionals tell you how they feel about their work, what problems they commonly encounter, which real-world solutions worked for them, and which didn't. You'll even get to listen in on disagreements over touchy subjects such as when to discount rates and whether to insist on a written contract. You'll hear both sides of every question and decide for yourself which approach is right for you. The Computer Consultant's Guide doesn't stop there. In excerpts from in-depth interviews with leading consultants, Ruhl addresses a host of important issues that will affect your day-to-day life as a consultant and could make or break your future: insurance requirements, effective image building, marketing techniques that work, and managing the client relationship. New information in this Second Edition includes tax requirements and standard business practices for Canadian, U.K., and European consultants; and new tips and tricks from working consultants as well as ideas on how to use the Internet and World Wide Web to support and enhance your business. This practical, down-to-earth handbook also includes updated resource lists, extensive up-to-date information based on Janet Ruhl's popular Web-based Real Rate Survey, IRS rules for establishing independent contractor status, and the ICCA's model consulting contract. If you're serious about becoming a computer consultant, or even if you're just thinking about it, this book gives you a

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clear picture of what you're up against, prepares you to meet the challenges of launching your business, and helps you avoid the common errors that most fledgling consultants make. No, you don't need a pep talk. You need *The Computer Consultant's Guide, Second Edition*. "Read it twice and heed every word." -- CompuServe Magazine "Belongs on the reading list of all prospective and current computer consultants." -- Library Journal "250 pages of solid advice for anyone considering the consulting life." -- Software Development "I took the leap [into consulting] 11 years ago, and I wish I had had *The Computer Consultant's Guide* for advice. . . . Janet Ruhl's recommendations fit my experience right down the line." -- Harry Green, President Pacific Netcom Inc. "An excellent reference for the newcomer. . . 'old pros' will want a copy as well." --Deborah Sampson, President Independent Computer Consultants Association *The Computer Consultant's Guide, Second Edition*, offers valuable guidance on every aspect of starting and managing a successful computer consulting business. It points out potential problems, solid solutions, and valuable resources, and covers everything you need to know to: Set up your business and establish your image * Master essential business and marketing skills * Find and manage the highest paying clients * Set fees and bid on the big jobs * Handle important tax and accounting issues * Work through brokers with confidence

For the fastest-growing segment of our population, here is a comprehensive guide to starting and running a home-based business in midlife and retirement. A baby boomer turns fifty every seven seconds, creating what will soon be the largest and most influential senior generation in history. These dynamic seniors have both a desire and a need to continue their working lives past the age when their parents retired. Boomers have been the primary buyers of more than one million self-employment guides by Paul and Sarah Edwards-and they now have the perfect handbook to take them into the second half of life. *The Best Home Businesses for People 50+* features seventy comprehensive profiles that show how to select, start, run, and build a home-based business suited to the needs, talents, and ideals of the over-fifty generation. Each business listing-for careers ranging in diversity from Makeup Artist to Tax Preparer to Information Broker-addresses the concerns of boomers and seniors, including: - Businesses that people 50+ can continue working in for 10-15 years. - Businesses that supplement your retirement income. - Businesses adaptable to a wide variety of locations. - Businesses with flexible hours to allow for family, travel, and other priorities. - Businesses suited to a broad range of health and wellness needs. Profiles of successful business owners and a treasury of online and easy-to-access resources round out *The Best Home Businesses for People 50+* to create an indispensable resource for this new generation of career-oriented seniors.

Find satisfaction and financial success with a new career in coaching *Getting Started in Personal and Executive Coaching* offers a go-to reference designed to help every mental health professional build, manage, and sustain a thriving coaching practice. Packed with hundreds of proven strategies and techniques, this nuts-and-bolts guide covers all aspects of the coaching business with step-by-step instructions and real-world illustrations that prepare you for every phase of starting your own coaching business. This single, reliable book offers straightforward advice and tools for running a successful practice, including: * Seven tools for making a great first impression * Fifteen strategies for landing ten paying clients * Seven secrets of highly successful coaches * Ten marketing mistakes to avoid Complete with sample business and marketing plans and worksheets for setting rates and managing revenue, *Getting Started in Personal and Executive Coaching* identifies the fifteen biggest moneymaking markets to target and offers valuable recommendations for financing that get the most impact and mileage from every budget. Quick "Action Steps" for applying ideas and techniques make this book useful right

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away. Get started in coaching today!

An amateur detective in a retirement community looks into a mysterious disappearance—includes instructions for a memory quilt!
Moving into the Cunningham Village retirement community was an adjustment, but Sarah Miller is a survivor, and she 's made a whole new life for herself there—new friends, new hobbies, and even new love after mourning the loss of her husband. She also seems to have acquired a new knack for solving crimes. Now, just as she plunges into a project making memory quilts for Alzheimer ' s patients, one of Sarah ' s friends has gone missing—and she ' s being told to leave the case to the professionals. But Sarah intends to put the pieces together and sew up this mystery...

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