Getting Started in Computer Consulting

Getting Started in Consulting

Byte

The New Business of Consulting

Essentials of Marketing

Getting Started with z/OS Data Set Encryption
How to Get a Job in Consulting

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 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

Consulting 101

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

Getting Started in Personal and Executive Coaching

How can you take your skills and expertise and package and present it to become a successful consultant? There are proven time-tested principles, strategies, tactics and best-practices the most successful consultants use to start, run and grow their consulting business. Consulting Success teaches you what they are. In this book you’ll learn: - How to position yourself as a leading expert and authority in your marketplace - Effective marketing and branding materials that get the attention of your ideal clients - Strategies to increase your fees and earn more with every project - The proposal template that has generated millions of dollars in consulting engagements - How to develop a pipeline of business and attract ideal clients - Productivity secrets for consultants including how to get more done in one week than most people do in a month - And much, much more

American Book Publishing Record

Learn the fundamentals for a successful career in ConsultingFollow these 101 tips to become an expert consultant Consulting 101 is an instructional and easy to read book providing 101 tips for success in consulting. Using case studies in many of the tips, Lew Sauder provides the reader with real world situations that he has experienced and observed over his more than 25 year career. Consulting 101 provides advice on:How to develop strong relationships with clientsHow to develop a sales focus early in your consulting careerHow to become a better communicatorHow to develop your personal brand to advance your career fasterAnd much more

Consulting Success

The Secrets of Consulting—techniques, strategies, and first-hand experiences—all that you'll need to set up, run, and be successful at your own consulting business.

The New Consultant's Quick Start Guide

Comprehensive Coverage Completely Up-to-date! A detailed road map for getting started as an independent financial consultant Each year, thousands of people from all walks of life leave the security of their nine-to-five jobs to pursue careers as independent financial consultants. For a great many of them, the experience is financially and personally rewarding beyond their expectations. If you, too, are thinking about taking the big leap into becoming a financial consultant, but you aren’t sure how to go about it, this book is for you. How can I be sure that financial consulting is right for my personality? What kinds of training and skills do I need to succeed, and how do I get them? What special licenses or certification are required? How do I find clients and build lasting relationships with them? With the help of first-person accounts from successful financial consultants from across the country, expert Edward J. Stone provides complete answers to these and all your questions concerning: * Acquiring and honing key skills, including the all-important "people" skills * Organizing and structuring your business * Indispensable software tools * Services you can offer clients and why you should specialize * Marketing your services, targeting clients, and building a solid core clientele * Why you should become certified and how to go about it * Profiling clients and drawing up formal financial plans * Dealing with state and federal regulations * Contracts and key legal considerations * Surviving in a down market

The Lactation Consultant in Private Practice

Bestselling author and noted rigor expert Barbara Blackburn shares the secrets to getting started, maintaining momentum, and reaching your goals. Learn what rigor looks like in the classroom, understand what it means for your students, and get the keys to successful implementation. Learn how to use rigor to raise expectations, provide appropriate support, and meet the Common Core State Standards - whether or not rigor is mandated in your district! This book is filled with practical, use-the-next-day strategies for all grade levels and subject areas. Use the ideas to raise the level of learning for all of your students! Also Available! Correlation Table linking topics in Rigor Made Easy to the Common Core!

How to Become a Successful IT Consultant

Rigor Made Easy
Provides information on starting, building, and managing a sales consultant business

**The Everything Start Your Own Consulting Business Book**

**Janet Ruhl's Answers for Computer Contractors**

Written by an expert who has helped thousands of people nationwide find success as computer consultants, this is your complete guide to starting and managing a thriving computer and network consulting practice. 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. You'll learn how to: * Assess your strengths and zero in on your market niche * Use proven, affordable marketing and sales techniques * Decide when you need a broker and find one you can work with * Set fees and negotiate contracts to your best advantage * Bid on government contracts—and win * Manage your time and workload for optimum satisfaction * Choose and win the clients you want to work with * Use the Internet to build your success

**The Business of Consulting**

The ultimate do-it-now guide to getting started in Managed Services. Now includes chapters on Cloud Services, bundling, and more. Whether you're a NEW Computer Consultant or an experienced technician making the move to managed services, this is the perfect book for you! The book includes step-by-step instructions for creating service offerings, reformulating your business, creating service agreements, and more! Downloadable content includes forms, checklists, and spreadsheets you can customize for your business. The #1 selling book on managed services! Now with ten new chapters, this is the ultimate guide to building a successful managed service business.

**How to Prepare a Standout College Application**

An action plan for working as a consultant: Management consulting is a $250 billion industry and growing at a rate of over four percent annually. Many predict that more than 40 percent of the U.S. workforce will soon consist of independent consultants, freelance, or consulting members of the workforce—making this book more relevant than ever. Individuals become independent consultants out of necessity or preference: necessity because they lost their job or the company offered an attractive exit package; preference because they want a career change, more control over their time, or an enriched, varied work situation. Consulting also appeals to the Millennial workforce who are searching for careers that offer a good salary as well as meaningful work. The New Consultant's Quick Start Guide: * Serves as a companion to The New Business of Consulting * Provides you with a place to plan your transition into consulting * Helps you identify your niche, develop a business plan, charge what you're worth, and create a marketing strategy to ensure a steady stream of clients * Prepares you for changes you will encounter beyond your professional life, including social, family, and financial aspects The New Consultant's Quick Start Guide helps you work through the challenges of consulting such as working alone, deciding on necessary insurance coverage, finding your first clients, struggling with cash flow, and understanding market trends.

**The Computer Consultant's Guide**

THE COMPUTER CONSULTANT'S GUIDE is the most comprehensive and practical guide to starting and managing an independent consulting business. It provides you with a 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 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 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

**Getting Started in Speaking, Training, or Seminar Consulting**

Get up and running with the latest numerical computing library by Google and dive deeper into your data! About This Book Get the first book on the market that shows you the key aspects TensorFlow, how it works, and how to use it for the second generation of machine learning. Want to perform faster and more accurate computations in the field of data science? This book will acquaint you with an all-new refreshing library—TensorFlow! Dive into the next generation of numerical computing and get the most out of your data with this quick guide. Who This Book Is For This book is dedicated to all the machine learning and deep learning experts who want to get the most out of TensorFlow.
learning enthusiasts, data scientists, researchers, and even students who want to perform more accurate, fast machine learning operations with TensorFlow. Those with basic knowledge of programming (Python and C/C++) and math concepts who want to be introduced to the topics of machine learning will find this book useful. What You Will Learn Install and adopt TensorFlow in your Python environment to solve mathematical problems Get to know the basic machine and deep learning concepts Train and test neural networks to fit your data model Make predictions using regression algorithms Analyze your data with a clustering procedure Develop algorithms for clustering and data classification Use GPU computing to analyze big data In Detail Google's TensorFlow engine, after much fanfare, has evolved in to a robust, user-friendly, and customizable, application-grade software library of machine learning (ML) code for numerical computation and neural networks. This book takes you through the practical software implementation of various machine learning techniques with TensorFlow. In the first few chapters, you'll gain familiarity with the framework and perform the mathematical operations required for data analysis. As you progress further, you'll learn to implement various machine learning techniques such as classification, clustering, neural networks, and deep learning through practical examples. By the end of this book, you'll have gained hands-on experience of using TensorFlow and building classification, image recognition systems, language processing, and information retrieving systems for your application. Style and approach Get quickly up and running with TensorFlow using this fast-paced guide. You will get to know everything that can be done with TensorFlow and we'll show you how to implement it in your environment. The examples in the book are from the core of the computation industry—something you can connect to and will find familiar.

**Getting Started in Sales Consulting**

Starting a business with a computer can be rewarding and profitable. Whether or not a business idea is computer related, this book explains the role a computer can take in the operation of any successful new business. It also highlights how the most profitable computer businesses and outlines how a computer can run any business more efficiently and profitably.

**How to Make Money with Computers**

In early reviews, geeks raved about Windows 7. But if you're an ordinary mortal, learning what this new system is all about will be challenging. Fear not: David Pogue's Windows 7: The Missing Manual comes to the rescue. Like its predecessors, this book illuminates its subject with reader-friendly insight, plenty of wit, and hardnosed objectivity for beginners as well as veteran PC users. Windows 7 fixes many of Vista's most painful shortcomings. It's speedier, has fewer intrusive and nagging screens, and is more compatible with peripherals. Plus, Windows 7 introduces a slew of new features, including better organization tools, easier Wi-Fi connections and home networking setup, and even touchscreen computing for those lucky enough to own the latest hardware. With this book, you'll learn how to: Navigate the desktop, including the fast and powerful search function Take advantage of Windows's apps and gadgets, and tap into 40 free programs Breeze the Web with Internet Explorer 8, and learn the email, chat, and videoconferencing programs Record TV and radio, display photos, play music, and record any of these to DVD using the Media Center Use your printer, fax, laptop, tablet PC, or smartphone with Windows 7 Beef up your system and back up your files Collaborate and share documents and other files by setting up a groupwork network

**Consultants & Consulting Organizations Directory**

Designed as the go-to reference for managing a consulting business, The Business of Consulting is candid, practical, and eminently useful. Fine-tuned to address the changes in today's business environment, this vital resource outlines the basics for managing a consulting practice and shows how to: Develop a business plan Market your business Charge for your services Build a client relationship Grow the business Ensure your continued professional growth Make money in the profession

**The Consulting Bible**

‘How to Become a Successful IT Consultant’ is a practical book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high-flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long-term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved this book specifically addresses: how to find clients; how to get more business and the opportunities areas available; how to price your services; the funding you will require; how to plan your consulting assignments And much more This book is an essential reading for anyone who is seriously thinking about taking this big career step.

**The Software Engineer's Guide to Freelance Consulting**

A thorough guide that covers topics on software packages, the basics of design, and drawing and painting with various programs.

**Windows 7: The Missing Manual**

The Software Engineer’s Guide to Freelance Consulting will help teach you to be an effective freelance software consultant, which will enable you make more money, dedicate more time to hobbies, spend more time with your loved-ones and even discover new businesses. Table of Contents: Chapter 1: Finding Clients We will literally map out the client acquisition skills that are paramount for you to develop and thrive in the business of software consulting. We will give you the step-by-step concrete TODOs to achieve competence and we explain some of the abstract theory. Chapter 2: Choosing a Rate How do some people charge
How to Succeed as an Independent Consultant

Everything you need to know about building a successful, world-class consulting practice. Whether you are a veteran consultant or new to the industry, an entrepreneur or the principal of a small firm, The Consulting Bible tells you absolutely everything you need to know to create and expand a seven-figure independent or boutique consulting practice. Expert author Alan Weiss, who coaches consultants globally and has written more books on solo consulting than anyone in history, shares his expertise comprehensively. Learn and appreciate the origins and evolution of the consulting profession. Launch your practice or firm and propel it to top performance. Implement your consulting strategies in public and private organizations, large or small, global or domestic. Select from the widest variety of consulting methodologies. Achieve lasting success in your professional career and personal goals. The author is recognized as “one of the most highly regarded independent consultants in America” by the New York Post and “a worldwide expert in executive education” by Success Magazine. Whether you’re just starting out or looking for the latest trends in modern practice, The Consulting Bible gives you an unparalleled toolset to build a thriving consultancy.

Getting Started in Financial Consulting

Here is a comprehensive, step-by-step guide for anyone who wants to build a successful career in computer consulting. This is the only book written specifically for the computer consultant and software designer. The author, an experienced computer consultant, tells readers why people use computer consultants, how to choose your services and major products, where to turn for business know-how, when publicity is important, how to stay current, and whether to expand. The second edition includes information on microcomputers, software engineering, artificial intelligence and expert systems.

Getting Started in Computer Consulting

Consultants work in all fields. They operate from offices and from home, work for investment firms and as personal trainers, or have expertise as accountants and wedding planners. The independence, flexibility, and potential income it brings make for an exciting and satisfying career. And it’s an increasingly popular one for highly skilled, motivated professionals who’ve been laid off in this unstable economy. This guide features tips and tricks to help beat the competition, including how to: Set—and keep—personal and financial goals. Organize important paperwork. Price and market specific services. Create advertising and publicity plans. Grow a business, from finding a partner to managing employees. Minimize and eliminate business risks. Consultants are paid well for their advice—if they know how to operate a successful business. With advice from experts in a variety of areas, this valuable guide helps you create the business of your dreams!

How to Be a Successful Computer Consultant

The British National Bibliography

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. Heshows readers, step-by-step, everything they need to know to become established 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.

Getting Started with TensorFlow

Get Paid for Your Experience. Want to strike out on your own and take control of your job security? Become a consultant—it could be a lucrative move. Whether you’re a computer whiz, a business expert or a fundraising dynamo, your special skills are in demand. Learn everything you need to know to turn your expertise into a profitable business. Learn how to: Assess your skills. Define your market. Find and keep clients. Obtain licenses. Set rates. Monitor cash flow. Hire staff. Use the internet to boost business. Prepare contracts, agreements and reports. And more! With answers to frequently asked questions, an appendix of additional resources, and a valuable list of the top 20 consulting businesses thriving today, this guide puts you on the road to success. Interviews with successful consultants offer valuable insight into how they have taken their careers into their own hands and how you can, too!
How to be a Successful Computer Consultant

Detailed answers to over 300 frequently asked questions about computer contracting. Read this book before you call up a consulting firm or placement agency. It will teach you: --What kinds of skills you must have to get high paying computer contracts.--What the difference is between consulting as a W-2, 1099, or Corporation.--What rates contractors are earning for what skills, and where.--How to set your own rate.--How to find a legitimate, ethical consulting firms.--How to find contracts through consulting firms. --How to keep yourself from being exploited by consulting firm recruiters.--How to protect yourself from abusive contract clauses.--How to find your own clients without agencies. --How to succeed on the contract. --How to upgrade your skills.and much, much more!From Michael Lane - CP Universe (Contract Professional Magazine Web Site) "This is the manual to get anyone acclimated to the basics in the world of contracting. She explains fairly, carefully, and objectively every aspect of the business of contracting from the perspective of both the contractor and the agency. There really doesn't seem to be an issue that she hasn't tackled". Reviewer Alan R. Earls wrote in Computerworld: "A hard-hitting, well-organized collection of facts and figures about compensation as well as collected wisdom about how to negotiate higher compensation rates. "Organized in a question-and-answer format, Answers is extremely accessible and easy to use. Indeed, its ease-of-use is almost as valuable as the information it contains. The book encompasses just about every topic you need to know to contract successfully. If you contract or plan to this "Ruhl book" belongs in your library".

Start Your Own Consulting Business

Managed Services in a Month: Build a Successful, Modern Computer Consulting Business in 30 Days

This sequel has been thoroughly updated to cover current government procurement rules affecting consultants along with a broad range of marketing, financial, professional and ethical issues. Features the latest in computer and office equipment with tips on purchasing the right product. A complete Reference File contains suggested books, periodicals, consultants' organizations, public speaking contacts and much more.

Getting Started as an Independent Computer Consultant

Demystifying the process of completing a college application Written by two former admissions officers at top universities and current admissions coaches, this book is a must-have for preparing a winning college application. The authors reveal the mystery behind what college admissions officers are looking for and show applicants how to leverage their credentials, stand out in the over-crowded applicants' pool, and make a genuine, memorable impression. This is the book that will help the college-bound get off the "like many others" pile and onto the acceptance list. Includes instructions and examples for every component of the college application, from writing the essay to answering questions like "Why do you want to go to College X?" Shows how to avoid underestimating the importance of critical features on any application includes the latest information on the Common Application 4.0 and corrects outdated, holdover advice still stressed in many other books This book is filled with step-by-step advice that students and parents can use immediately and will refer to again and again.

Getting Started in Tax Consulting

Getting Started in Consulting

This book presents in a fun and user-friendly manner an orientation and guide to the lactation consultant profession, as manifested by the Private Practice Lactation Consultant.

The Secrets of Consulting

The author of "Million Dollar Consulting" provides special, practical alternatives to beginning a consulting business, leading up to the initial sale. The book's chapters include financing, marketing, proposal writing, legal requirements, fee setting, and more.

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