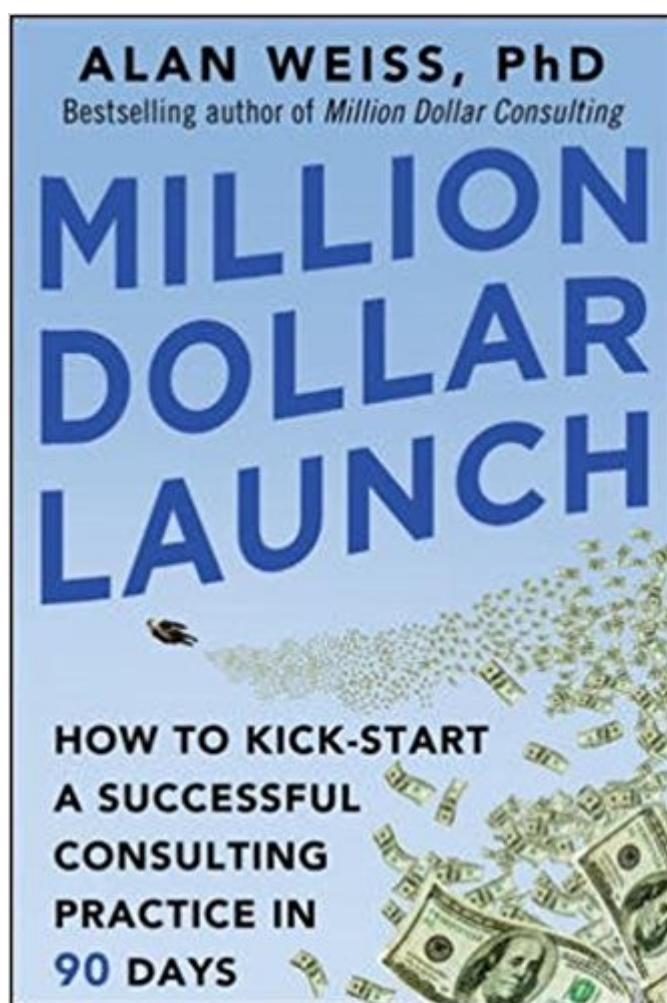


The book was found

Million Dollar Launch: How To Kick-start A Successful Consulting Practice In 90 Days (Business Books)



Synopsis

“Alan Weiss is] one of the most highly respected independent consultants in the country.” —New York Post If you’re an aspiring entrepreneur, you’ve come to the right place. In *Million Dollar Launch*, bestselling author and superstar consultant Alan Weiss shows you how to get your business up and running fast! Step by step, Weiss reveals how to create a revenue-producing practice quickly and successfully while funds last and while support systems remain passionate. This is an indispensable guide to those critical first 90 days. Alan Weiss is the bestselling author of *Million Dollar Consulting*. He belongs to the Professional Speaker Hall of Fame and is the recipient of the National Speakers Association Council of Peers Award for Excellence, representing the top 1 percent of professional speakers in the world.

Book Information

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Customer Reviews

Alan Weiss is the bestselling author of *Million Dollar Consulting*. He belongs to the Professional Speaker Hall of Fame and is the recipient of the National Speakers Association Council of Peers Award for Excellence, representing the top 1 percent of professional speakers in the world.

Helpful guide for consultants are just getting started, as well as those who have hit a plateau. The only negative is that there are not more in-depth examples of how to approach the fundamental problems of growing a business. Dr. Weiss’s other books fill in those gaps.

This makes everything at the beginning so clear, I followed the advice and read it twice before beginning to implement and it is great! It won't make you a million in 90 days, but it Definately shortens the time that was spent on trying to figure it out.

This book provided practical applications for getting my firm started. I have a clear vision of what I need to do in the next 90 days.... I am excited! Thanks Alan for sharing your wisdom:-)

I have been a busy medical device / FDA regulatory affairs consultant for over 18 years, primarily by following his advice in my highly recommended favorite of his, "Million Dollar Consulting", which I still recommend as the premier book on the business of consulting. This book is more a 1) distillation of the key points of Million Dollar Consulting, together with 2) key advice to get your business off the ground running in short order, his "90 days". While I started with a major client within a week of beginning my practice (result of my network), a year later I found out the difficulting of "starting" since I did no marketing when I was so busy with that first client, and hit a major drought. Since then I have employed his tools to "keep the pipeline full", and have never looked back. In this new book, he emphasizes many things, but I appreciate a basic principle he emphasizes, to not focus on selling but on helping others (something I've always believed in). I have found that those potential clients that take advantage of "free" advice, would do so anyway, and you wouldn't want to work for them anyway, and those that find such advice useful, will hire you after "testing the waters", even when they already know your basic methodologies. I detest "cold calling" which basically doesn't work in the consulting field anyway, and have used his and others' advice to get your name and abilities out in front of potential buyers by means of many different avenues, repeatedly. I have virtually every book on consulting written, and read them all, and still come back to Alan's as the best consulting business resource / advice.

Excellent nuts and bolts book about starting a consulting business. Well worth it!

I feel prepared and equip. Best investment I've made in launching my career. I can't wait to report back after my launch. Stay tuned...

Every chapter built up my confidence. Will read again as I have a solid mental framework to think about moving forward

Everything you would expect from the "Million Dollar" consultant, aka Dr. Alan Weiss.

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