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Keep Your Consultancy Business Running Smoothly: Systems and Templates you need (Consultant's Guide: Setting up and running your consultancy profitably and painlessly Book 6)

Cindy Tonkin

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- selling your services
- putting together proposals
- understanding your needs in contracts
- getting your accounts together
- getting the right advice.

We'll also look at ways you can keep up the maintenance on the greatest asset in your consulting business – you.
There's a bonus explanation for the essential business templates you need to run your business, and a list of professional associations.
Each element is described step-by-step, with Cindy Tonkin's classic stories from the real world of consulting.
The Australian Consultant's Guide was published in 1999 and sold more than 7000 copies. In 2014 the book was separated into a number of shorter e-books, so that you can buy just the parts you need.
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