

— **UPDATED AND EXPANDED 3RD EDITION** —

HOW TO BECOME A

Successful Consultant

IN YOUR OWN FIELD

HOW TO AVOID THE MOST COMMON MISTAKES CONSULTANTS MAKE

HOW TO GET AND NEGOTIATE YOUR FIRST ASSIGNMENTS

HOW TO BUILD A REPEAT CLIENTELE AND A STEADY SOURCE OF INCOME

**Why work for someone else when you
can cash in on your own experience?**

Hubert Bermont

Executive Director, American Consultants League

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J Rink



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