UPDATED AND EXPANDED 3RD EDITION

# SUCCESSIUI 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

**Roman Wölfel** 

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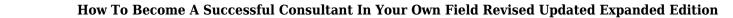
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