
Read PDF Coaching And Consulting Made Easy How To Start Build And Grow A Profit Pulling Coaching Consulting Business By Turning Your Knowledge Into Money Marketing Made Easy Book 2

Eventually, you will unquestionably discover a additional experience and ability by spending more cash. yet when? attain you put up with that you require to get those every needs when having significantly cash? Why dont you attempt to acquire something basic in the beginning? Thats something that will guide you to understand even more not far off from the globe, experience, some places, following history, amusement, and a lot more?

It is your definitely own epoch to accomplish reviewing habit. among guides you could enjoy now is **Coaching And Consulting Made Easy How To Start Build And Grow A Profit Pulling Coaching Consulting Business By Turning Your Knowledge Into Money Marketing Made Easy Book 2** below.

KEY=A - AUGUST CROSS

COACHING AND CONSULTING MADE EASY

HOW TO START, BUILD, AND GROW A PROFIT-PULLING COACHING BUSINESS BY TURNING YOUR KNOWLEDGE INTO MONEY!

Are you interested in tapping into the highly profitable and rewarding niche of coaching and consulting? With the power of the internet, it's never been easier to start a profitable coaching and consulting business and cash in on your expertise. Whether you're an experienced coach offline and want to leverage the power of the Internet, or you're just getting started, you'll have walk away with a step-by-step action plan by the time you finish reading Coaching and Consulting Made Easy and finally be able to start, build, and grow your own coaching and consulting business! Buy your copy of Coaching and Consulting Made Easy right now!

SAFETY MADE EASY

A CHECKLIST APPROACH TO OSHA COMPLIANCE

Government Institutes If you're new to the safety field, or if you've just been given safety responsibilities, making sense of your compliance responsibilities can be overwhelming! This newly updated and easy-to-read guide is your key to understanding and complying with the Title 29 Code of Federal Regulations (CFR) Parts 1900-1910.END. It addresses common OSHA regulations in alphabetical order and helps eliminate the regulatory circles that make compliance difficult. Filled with illustrations, recommendations, and sample documents, this reference contains 34 sections on selected topics from the CFRs that all general-industry safety professionals must understand, including the forklift, personal protective equipment, and respiratory standards; workplace ergonomic standard; and Hazardous Waste Operations and Emergency Response (HAZWOPER). New features included in this edition include terms and definitions within each section, section summaries to help you quickly locate needed information, and new 'Best Practice' recommendations for achieving compliance. Other features in this book include a description of the authority and mechanics of the OSHA inspection; addresses, telephone numbers, and fax numbers for the OSHA Regional Offices; a list of published resources; useful references; and a self-inspection checklist featuring 19 pages of requirements.

START YOUR OWN COACHING BUSINESS

YOUR STEP-BY-STEP GUIDE TO SUCCESS

Entrepreneur Press The \$100 billion coaching industry has exploded since the 1990s, as harried businesspeople turn to experts to help them make the right decisions and get motivated. And while there are many books on the market teaching the basics of starting a coaching business, this book covers three unique coaching arenas—motivation, life and business. Readers will learn how to master the two separate disciplines of a successful coaching business: the art of motivating clients and the science of running a successful business. They'll discover how to establish their expertise to find new clients—and how to retain those clients. Smart pricing strategies and creative coaching package ideas will increase entrepreneurs' revenue potential. Sales and publicity tips will further help entrepreneurs build their business as a motivational, life or business coach, and in-depth explanations of expansion ideas are included to allow readers to go as far as their dreams will take them.

EXPERT IN YOU

BUILD A LUCRATIVE AND IMPACTFUL COACHING & CONSULTING BUSINESS FROM YOUR XPERTISE

What would your life look like if you could consistently bring in \$15, 20k, 50k or even \$100k or more a MONTH? What would your life look like if you were consistently bringing in high-paying, high-value clients you love working with and who appreciate you?I am going to give you what I found to be the winning formula I use myself and teach others to do. The BEAUTIFUL thing is, once you get things working right, you will have a rinse-and-repeat system you can count on to build a dream business. From there, you can scale and leverage your business to achieve an even higher level of success. Many coaches and consultants are out there flailing in the wind to try to have success. One month they have many clients with a high income but then they lose a couple of clients and they are back down again. Being on the income roller-coaster is no way to run or enjoy your business. My first business started in 1991 after leaving a thirteen-year corporate business management position to stay home and raise my babies. Making a move from the west coast to the Midwest to be closer to family, we clearly didn't think through all the obstacles we would face. Because of the financial struggles we experienced, I started my entrepreneurial journey that would span over twenty-nine years (as I am writing this book.) Over the twenty-nine years, I have built six businesses from the ground up and have sold five of them for significant profits. My coaching and consulting business is my sixth successful business. Over the years I have finally "dialed in" what it takes to have a multiple-six-figure or beyond coaching and consulting business you can love, helping clients get great results, making a great income, while still having freedom in your life. These things are why I am writing this book for you. This book is for the success-minded coaches and consultants or professional service providers who want to reach a higher level in their business. In this book, I am going to provide you with a step-by-step strategic game plan to reach your next level. My hope is when you implement what you learn from this book it will help you change your business and your life. I'm going to teach you how to plan the business and income you want, how to get clients, how to deliver your services, and scale a coaching and consulting business. This book, "EXPERT IN YOU" - Build a Lucrative and Impactful Coaching and Consulting Business From Your Xpertise, is a strategic game-plan for you. There are plenty of coaches just getting started in their business and they may be earning a few thousand dollars a month on a consistent basis, but they are barely getting by. Making low monthly revenue makes it difficult financially to invest in themselves or their business for growth. A lack of financial resources will limit their influence, impact, and freedom. They ultimately can't scale their business because they don't have consistent leads, appointments, clients, or money. Many more coaches and consultants become trapped in the way they build their business and as a result, they struggle to have the freedom they desire or the money they deserve. This results in coaches having to work with difficult clients; taking anyone who can pay them (even if it is a little.) Because they struggle financially, they often aren't able to develop a working process or systems to reach higher levels of revenue or income.I am here to tell you that the strategies and plans I have put into this book are not the only way to build a lucrative business, but they are the effective strategies I use and teach that has allowed me to build a business beyond my wildest dreams, without sacrificing the quality of my life. You can have this too!

SEO MADE EASY

EVERYTHING YOU NEED TO KNOW ABOUT SEO AND NOTHING MORE

Pearson Education Presents simple, effective SEO strategies for acquiring top spots at Google, Yahoo!, and Bing, explaining the system underlying Google's algorithm and the main components of successful Google optimization.

CLINICAL TEACHING MADE EASY

A PRACTICAL GUIDE TO TEACHING AND LEARNING IN CLINICAL SETTINGS

Andrews UK Limited Increasingly, nurses and other health professionals are required to teach doctors, trainees and medical students. This book also helps to contextualise learning and provide practical tips for teaching in the clinical context for all health professionals. The book will be useful for clinical teachers at whichever stage of career as it covers all areas of health professions' education in an easy to follow style. It provides a theoretical basis to how clinical teaching and learning might be carried out and draws on the experience of well-regarded clinical teachers to highlight practice points. All aspects of clinical teaching and learning, appraisal, supervision and career development are included. This book is written in an easy to follow format with short chapters, sections, diagrams and practice points. The theory is always related to teaching practice in the clinical context.

GET CLIENTS NOW!

A 28-DAY MARKETING PROGRAM FOR PROFESSIONALS AND CONSULTANTS

Amacom Books Presents a marketing program that shows readers how to locate, land, and keep new clients

JAK ZWIĘKSZYĆ RUCH NA STRONIE WWW 120 CIEKAWYCH WSKAZÓWEK

Redis.Studio How to build your coaching or consulting practice in 90 days.

THE ART AND PRACTICE OF LEADERSHIP COACHING

50 TOP EXECUTIVE COACHES REVEAL THEIR SECRETS

John Wiley & Sons Leadership coaching has become vitally important to today's most successful businesses. The Art and Practice of Leadership Coaching is a landmark resource that presents a variety of perspectives and best practices from today's top executive coaches. It provides valuable guidance on exactly what the best coaches are now doing to get the most out of leaders, for now and into the future. Revealing core philosophies, critical capabilities, and the secrets of coaching success, this one-of-a-kind guide includes essays from fifty top coaches, including Ken Blanchard and Frances Hesselbein. Packed with cutting-edge ideas and proven best practices, this is the definitive source of information for anyone dealing with coaching.

COACHING MADE EASY

WingSpan Press SLIM LAMBERT has a medical doctor and business education. His professional experience covers: coaching & training of executives, executive search, management consulting, HR generalist and Talent development positions. Previously, he has published books on Leadership, HR policies and on Coaching.

GUERRILLA MARKETING FOR COACHES

SIX STEPS TO BUILDING YOUR MILLION-DOLLAR COACHING PRACTICE

Morgan James Publishing START BUILDING YOUR MILLION-DOLLAR COACHING BUSINESS TODAY! The coaching profession has experienced phenomenal growth over the past decade, and has become an accepted way for people and organizations to improve performance. In response to this demand, professionals from around the world are getting into coaching. Unfortunately, despite the growth of the coaching field, many coaches struggle to attract clients and charge what they are worth. It doesn't have to be this way! "Guerrilla Marketing for Coaches" provides a practical, step-by-step guide for coaches who want to fill their practice with desirable clients, and build a firm that generates wealth. Follow the six steps in this book--along with the many success stories from top coaches in the field--and you are on your way to having a million-dollar firm. You discover: The top ways to attract clients and fill your practice--without spending much, if any, money; The proven conversations to close deals and get hired; How to build a firm that generates wealth for you, and make money even if you are not working directly with clients. Join Guerrilla Marketing founder Jay Conrad Levinson and acclaimed coach trainer Andrew Neitlich as they guide you to true success in this booming profession.

EXECUTIVE COACHING

BUILDING AND MANAGING YOUR PROFESSIONAL PRACTICE

John Wiley & Sons Understand all the aspects of becoming an executive coach, from acquiring training to marketing your practice, with Executive Coaching: Building and Managing Your Professional Practice. Hands-on information on topics like acquiring the right training and making the transition from other fields is written in an accessible manner by a successful and experienced coach. Whether you're a novice or an established coach looking to expand your practice, you will benefit from the step-by-step plan for setting up and operating a lucrative executive coaching practice.

COACHED TO LEAD

HOW TO ACHIEVE EXTRAORDINARY RESULTS WITH AN EXECUTIVE COACH

John Wiley & Sons Coached to Lead is the first consumer's guide to executive coaching. Drawing on her twenty years of experience and direct research with an elite international clientele, renowned CEO coach Susan Battley offers step-by-step advice for achieving the same extraordinary results that top leaders get from executive coaching. Filled with insider tips, engaging real-life cases, and handy checklists and sample documents, Coached to Lead will help anyone who considers working with a professional coach to make smart decisions that maximize valuable resources. Battley reveals all the insider secrets about coaching—how to determine your coaching readiness, how to choose the right coach, and how to use a winning five-step coaching model. She covers all the issues commonly raised as well as not-so-obvious situations and troubleshooting.

NUMEROLOGY MADE EASY

DISCOVER YOUR FUTURE, LIFE PURPOSE AND DESTINY FROM YOUR BIRTH DATE AND NAME

Hay House, Inc An accessible, authoritative guide to numerology and how it can help you understand yourself and work with the energies each year ahead holds for you. Our date of birth and our name can say a lot about our life's purpose, and even help us make informed decisions for the future. The answers are easy to discover through numerology. Michelle Buchanan began studying numerology 27 years ago after her life was turned around by a reading she received. She now helps others transform their lives through the wisdom of this ancient system. In this book, she explains how numerology can provide insight into who we are, why we are here and where we are going. This book will help readers to: - Uncover their pre-chosen destiny and life purpose - Forecast and plan their future - Discover their strengths, challenges, life lessons, and potential - Choose a suitable career, relationship, and place of residence - Plan important life events such as a marriage, job change, house move or trip This title was previously published within the Hay House Basics series.

PERSONAL CONSULTANCY

A MODEL FOR INTEGRATING COUNSELLING AND COACHING

Routledge Making the case for an integrated approach to the practices of counselling, psychotherapy and coaching, Personal Consultancy provides a coherent and systematic framework for working with clients. Nash Popovic and Debra Jinks use their experience in the area of integrative practice to demonstrate how this wider approach can be a more comprehensive way of helping clients than coaching or counselling on its own. The authors explain how a range of techniques and approaches from various one-to-one practices can be brought together under the framework of Personal Consultancy, creating a method that is systematic, ethical and professional but not limited by any particular theoretical bias or preconceptions. With chapters by guest authors who discuss their perspectives on the approach and its application across various contexts, Personal Consultancy demonstrates that it is possible to combine the reparative work normally associated with counselling with the more proactive, goal-oriented approach of coaching. The result is a method that allows clients to have their counselling and their coaching needs met within one relationship and which allows the practitioner more flexibility and freedom than when using a single approach. Personal Consultancy will be essential reading for practicing coaches and counsellors, especially those already integrating the two approaches or those looking to do so, as well as students and those in training.

SUPERVISION IN ACTION: A RELATIONAL APPROACH TO COACHING AND CONSULTING SUPERVISION

A RELATIONAL APPROACH TO COACHING AND CONSULTING SUPERVISION

McGraw-Hill Education (UK) This book will help you open a conversation in English and keep the conversation going. It provides a huge number of phrases to use with people you know and people you don'tBusiness Spotlight, September 2012

GETTING IT RIGHT WHEN IT MATTERS MOST

SELF-LEADERSHIP FOR WORK AND LIFE

Business Expert Press Discover how to Get It Right in your Moments That Matter—when the situation is complex and relational—and the stakes are high. Transform the outcome of your most challenging situations and interactions when you feel— Threatened by charged emotions or uncertainty Paralyzed by fear of saying (or doing) the wrong thing (again) Defeated by a relationship that seems damaged beyond repair Perplexed about how to achieve the results you desire Stalled in progress with others due to differing styles and perspective. In an ever-changing environment when typical habits, behaviors, and thinking aren't enough, Getting It Right When It Matters Most introduces research backed insight and a simple model for your most important situations. Apply self-awareness, learning agility, and emotional intelligence through the Self, Outlook, Action, and Reflection (SOAR) cycle.

THE PRACTICE OF PROFESSIONAL CONSULTING

John Wiley & Sons The Practice of Professional Coaching Change is the life-blood of consulting just as organizations endure only through successful change. The reality of this mutual need lies at the heart of what consulting is all about. Consultants solve problems created by the powerful forces of change in an organization's environment and in so doing, create change themselves. The Practice of Professional Consulting is a comprehensive examination of what has been called "the world's newest profession." In this practical resource Edward Verlander offers an overview of the industry and includes the most useful processes, tools, and skills used by successful consultants to produce solutions for their clients. The book also reveals why consulting is a growing and attractive career option. The best practices used by leading consulting firms are included in the book as well as the capabilities skillful consultant use in each stage of engagement. Verlander also recommends ways to ensure a consultant can solve a client's problems in a systematic, professional way. At the very heart of the book is the emphasis he puts on what is needed to become a truly trusted consultant. Filled with a wealth of must-have information from a wide range of consulting professionals, the book includes: a model of the consulting cycle; a diagnostic instrument for assessing consulting roles; ideas of how to develop political intelligence to navigate client organizations; tools for managing consulting meetings, risk assessment, and skills transfer; techniques in communications, emotional intelligence, presentations, and listening; and much more. Written for anyone wishing to start a consulting business, new employees at established consulting firms, facilitators of consulting training programs, and faculty at business schools, this important resource provides an easy way to understand the stages, roles, and tasks of consulting found in any type of consulting and it provides simple and easy-to-use techniques and templates for implementation.

NAME YOUR PRICE

SET YOUR TERMS, RAISE YOUR RATES, AND CHARGE WHAT YOU'RE WORTH AS A CONSULTANT, COACH, OR FREELANCER

Oceanside Press Are you running your business, or is your business running you? Too many consultants, freelancers, coaches, and service providers rely on gut feelings and the rumor mill to make pricing and terms decisions for their businesses. If that's you, then you already know those strategies don't work - they can prevent you from earning what you're worth, keep you up at night, and may even get you into situations that can threaten the health of your business. But you can do better. Name Your Price offers clear methods and easily tailored principles so you can focus on what's important to you - running your business with resounding success. In Name Your Price, you'll learn: · How to set your core pricing structure based on proven models used by top freelancers and consultants · How to identify risks and build them into your pricing model · How to set terms and write agreements that benefit you and your clients — and protect your time · How and when to negotiate with clients and how to have tough conversations · When to adjust your pricing and how to do it smoothly · When to say no to clients and how to do it gracefully · How to set the tone and teach clients how to treat you · How to shift your mindset and get out of your own way · And how to put it all together so you can move forward with confidence Discover simple and powerful ways to take the lead in your business to get more growth, more energy, and more satisfaction. Author Kate Dixon's clients use these principles to run profitable and fulfilling businesses - now you can, too. You've done the work. You've built your brand. Now Name Your Price!

RESEARCH WRITING MADE EASY: A GUIDE FOR TERTIARY STUDENTS

GRIN Verlag Document from the year 2014 in the subject Pedagogy - Miscellaneous Topics, , course: Resarch Methods, language: English, abstract: The book titled "Research Writing made easy-A guide book for tertiary students is designed as an introduction to research methods, primarily for students in tertiary institutions in Ghana and across the borders of Ghana. It should also be useful to students in the fields of applied psychology, sociology and business related fields who write thesis and dissertation as part of their course work. Our aim is to give the students and readers a flavour of the excitement and the pitfalls of carrying out research, and a basic appreciation of a range of methods commonly used in research. The book incorporates a number of features intended to assist the novice researcher. The objectives of each chapter are set out at the beginning, the key features of the research methods are summarized and extended examples of how to apply a variety of research methods are also provided. In this book we have sought to combine the advantages of drawing on specialist input for each chapter while maintaining coherence across chapters. As editors we have co-authored each chapter to ensure that the book as a whole provides coherent coverage of research methods, with continuity of style and

terminology, and no duplication or inconsistency. At the same time, so that each chapter benefits from the authority and experience of experts, In addition to their academic training, all these authors have carried out research in a variety academic disciplines and reported their studies in high quality peer-reviewed journals. The content of the book is such that it contains all the compulsory areas such as introduction, literature review, methodology, data analysis and discussion as well as summary, conclusions and recommendations when writing a thesis or dissertation and as such it is difficult for the book to be affected by trend changes. It is therefore recommended to all students in tertiary institutions who are writing their dissertations.

MAKING QUESTIONS WORK

A GUIDE TO HOW AND WHAT TO ASK FOR FACILITATORS, CONSULTANTS, MANAGERS, COACHES, AND EDUCATORS

John Wiley & Sons This book is an invaluable desk reference for facilitators, leaders, coaches and anyone who wants to engage in more effective learning and decision-making conversations. It offers over 1700 rich questions that you can borrow or adapt to improve your inquiry skills, and provides clear frameworks that point to when, where, and why particular questions are most useful.

SUPER COACHING

Random House Super Coaching is for anyone wanting to succeed in a frenetic and unpredictable world. Coaching is an extremely successful new trend: a coach is a cross between a psycho-analyst and personal trainer, someone who is there to motivate and inspire you to work things out for yourself. This book means that you don't have to find your own personal coach - everything you need to know is here. Getting the job done is no longer good enough: relationships, whether with colleagues, customers, friends and family, are our greatest asset and the key to career success and personal happiness. Ben Renshaw's many media credits include relationship coach for C4's award-winning series Perfect Match. Graham Alexander is the founder of business coaching in Europe with just under 20 years' experience in the field. Together they make a unique team, showing you how to follow coaching principles to achieve everything you want in a career and life.

THE GLOBAL BUSINESS GUIDE FOR THE SUCCESSFUL USE OF COACHING IN ORGANISATIONS

BoD - Books on Demand This book provides you with 7 cutting-edge, yet well-proven management tools to use coaching successfully in enterprises and structure its implementation and optimization in organisations. It also contains 23 practical case studies from all over the world, written by managers/directors responsible for coaching in their firms. Learning and Development (L&D), Human Resources (HR) and Organisational Development (OD) directors and managers concerned with the implementation or improvement of coaching in their organisation, will find this guide an invaluable resource for their daily work in this area. Also CEOs, board members, directors, coaching providers, coaches and consultancies involved in coaching programmes will benefit from reading this book. Readers' comments: 'This is the best organizational coaching book I have ever read.' The 'Global Business Guide' is 'brilliant' and 'more than justifying its title'. 'The book is excellent in terms of depth, width, clarity and book design.' Author: Frank Bresser (Receiver of Global HR Excellence Award 2011) Editor: Amanda Bouch Available in book trade as paperback (colored cover; b/w) and/or ebook (colored)

THE TRAINING MEASUREMENT BOOK

BEST PRACTICES, PROVEN METHODOLOGIES, AND PRACTICAL APPROACHES

John Wiley & Sons This book addresses one of the most difficult challenges in corporate learning and development the topic of measurement. This proven process focuses on identifying pragmatic, actionable, specific best practices, processes and methodologies, which will be useful to most organizations. The book includes objective, research-based findings in best practices, which offer organizations practical solutions to training measurement. The author also includes advice and opinions based on assessment of approaches that were not successful and many cause challenges.

MANAGING IN THE MIDDLE

THE LIBRARIAN'S HANDBOOK

American Library Association "Fully a third of all library supervisors are "managing in the middle: " reporting to top-level managers while managing teams of peers or paraprofessional staff in some capacity. This practical handbook is here to assist middle managers navigate their way through the challenges of multitasking and continual gear-shifting. The broad range of contributors from academic and public libraries in this volume help librarians face personal and professional challenges by Linking theoretical ideas about mid-level management to real-world situations Presenting ways to sharpen crucial skills such as communication, productivity, delegation, and performance management Offering specific advice on everything from supervision to surviving layoffs Being a middle manager can be a difficult job, but the range of perspectives in this book offer strategies and tips to make it easier."

COMPUTERWORLD

For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

PROMOTIONS MADE EASY: A STEP-BY-STEP GUIDE TO THE EXECUTIVE SUITE

Houndstooth Press Do you know what it's really going to take to land your next promotion? Most corporate leaders don't. They fall into the trap of believing promotions are rewards for hard work. But they aren't. Not at the executive level. The truth is, there's a missing piece between where you are today and where you want to go in your career that hard work (fortunately) can't fix. In Promotions Made Easy, Stacy Mayer lays out a step-by-step process to turn this missing piece into a springboard for your next promotion-and the promotion after that, and the one after that, all the way to the C-suite. So if you want to step into a higher leadership position, if you want to receive the recognition you deserve, if you want to get paid for your ideas instead of the hours you put in at work and enjoy more time, freedom, energy, and joy, this book is for you. With Promotions Made Easy: A Step-by-Step Guide to the Executive Suite, your next promotion is completely within your control.

GETTING STARTED IN PERSONAL AND EXECUTIVE COACHING

HOW TO CREATE A THRIVING COACHING PRACTICE

John Wiley & Sons Find satisfaction and financial success with a new career in coaching Getting Started in Personal and Executive Coaching offers a go-to reference designed to help every mental health professional build, manage, and sustain a thriving coaching practice. Packed with hundreds of proven strategies and techniques, this nuts-and-bolts guide covers all aspects of the coaching business with step-by-step instructions and real-world illustrations that prepare you for every phase of starting your own coaching business. This single, reliable book offers straightforward advice and tools for running a successful practice, including: * Seven tools for making a great first impression * Fifteen strategies for landing ten paying clients * Seven secrets of highly successful coaches * Ten marketing mistakes to avoid Complete with sample business and marketing plans and worksheets for setting rates and managing revenue, Getting Started in Personal and Executive Coaching identifies the fifteen biggest moneymaking markets to target and offers valuable recommendations for financing that get the most impact and mileage from every budget. Quick "Action Steps" for applying ideas and techniques make this book useful right away. Get started in coaching today!

COACHING MADE EASY

A FRAMEWORK FOR ENHANCING PERFORMANCE

Coaching effectively requires a mindset--one that translates to certain behaviors. Johnson provides a comprehensive yet straightforward framework that leaders can use to create the right approach.oach.

THE SIX FIGURE SOLOPRENEUR

MAKE MORE MONEY WITHOUT SLAVING IN YOUR BUSINESS

COMPUTERWORLD

For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

CONSULTING SUCCESS

THE PROVEN GUIDE TO START, RUN AND GROW A SUCCESSFUL CONSULTING BUSINESS

Consulting Success 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

COMPUTERWORLD

For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

ANYONE CAN COACH

Anyone Can Coach teaches a complete system of creating and selling a virtual coaching program and starting a complete coaching business. Anyone can coach using the simple system taught in this book, even if you are starting from scratch and have no coaching experience whatsoever. Here is a peak at the table of contents: Preface Acknowledgements You Can Coach Choose How You Will Help Others Design and Deliver Language to Use to Coach Clients Price When Clients Are Not Happy Determine the Words Prospects Use Sell Using Free Consults Sell Using Teleseminars Sell Using a Sales Letter Additional Revenue Streams Build Trust Through Email Attract Prospects Next: Implement Afterword Index Each topic is thoroughly covered in a way that any beginner can quickly use the material, and any existing coach can use the information to get more prospects fast (through content marketing, article marketing, solo ads, and other coach-friendly traffic generation methods), simplify the delivery of the coaching (yes, it is possible to coach 100-1000 clients in a group environment, with a total coaching time investment of 3 hours per week), and exact directions for selling coaching through one-on-one consultations, including an exact script to use. In short, this book will take your coaching business to the next level. Anyone Can Coach -and so can YOU!!

THE CONSULTING BIBLE

EVERYTHING YOU NEED TO KNOW TO CREATE AND EXPAND A SEVEN-FIGURE CONSULTING PRACTICE

John Wiley & Sons 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.

CUSTOMER SERVICE FROM THE INSIDE OUT MADE EASY

Entrepreneur Press Make your business a hot spot Most towns have one--a legendary local business that consistently attracts people from miles around. It's the place that the locals proudly bring visiting relatives and friends to, the place that's always jumping with turbocharged workers and lines of delighted customers, even while nearby competitors are struggling just to stay in business. It's a "flashpoint" business: one where employee and customer excitement catch fire and fuel each other. Want to turn your business into a flashpoint business? This book will teach you exactly how to ignite the spark. Motivate employees to go the extra mile for customers Encourage employees to brainstorm and implement their own innovative customer service ideas Make positive customer feedback a powerful antidote to employee apathy Use "time-release motivators" to sustain the excitement Follow this book's simple yet powerful formula to create a more customer-focused culture--and gain the competitive upper hand.

START HERE

THE WORLD'S BEST BUSINESS BOOK

Supported by case studies and testimonials from entrepreneurs using these best practice systems, former US SBA of the Year Clay Clark shares the specific action steps for successful business systems, hilarious stories from situations that every entrepreneur faces, and entrepreneurship factoids that are guaranteed to blow your mind.

CONSULTING FOR DUMMIES

John Wiley & Sons Consulting For Dummies, 2nd Edition includes a reorganization and narrower focus of the topic, with new or updated information that delves into the specifics of running your own consulting business. There is greater emphasis on the business of consulting, along with financial and legal issues involved in setting up a consulting business, deepening coverage of consulting proposals, and entirely new chapters on higher-level consulting issues that more-established consultants are demanding.

CONFIDENT COACHING

THE FUNDAMENTAL THEORIES AND CONCEPTS OF COACHING: A PRACTICAL GUIDEBOOK

Teach Yourself From executive mentoring to life coaching, more and more people are turning to and/or training as coaches. **Confident Coaching** covers the principles, theories and practices of this crucial skill. It covers the fundamentals for those looking for an introduction to the subject, and also offers practice and extension for people with some existing coaching experience, whether they work inside a company or in a freelance capacity, in life coaching or executive coaching, or are managers wishing to coach their in-house teams more effectively. The chapters each begin with a clear statement of goals and objectives, then break each topic into manageable chunks, allowing the reader to dip into sections of particular interest when needed. Areas covered include: - The various stages of coaching - Fundamental models, theories and concepts - Interventions: championing, requesting and challenging - Timing, scheduling and duration - Practical hints and tips for dealing with challenging situations Sample coaching interactions are included to bring techniques to life, along with activities, case studies, anecdotes and diagrams. **NOT GOT MUCH TIME?** One and five minute introductions to key principles to get you started. **AUTHOR INSIGHTS** Lots of instant help with common problems and quick tips for success, based on the authors' many years of experience. **TEST YOURSELF** Tests in the book and online to keep track of your progress. **EXTEND YOUR KNOWLEDGE** Extra online articles at www.teachyourself.com to give you a richer understanding of coaching. **THINGS TO REMEMBER** Quick refreshers to help you remember the key facts. **TRY THIS** Innovative exercises illustrate what you've learnt and how to use it.

TRAINING AND DEVELOPMENT ORGANIZATIONS DIRECTORY

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