

— 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

# How To Become A Successful Consultant In Your Own Field

**Robin Geoffrey Tonge**

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