

— **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

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can cash in on your own experience?**

Hubert Bermont

Executive Director, American Consultants League

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Tobias Bleicker



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