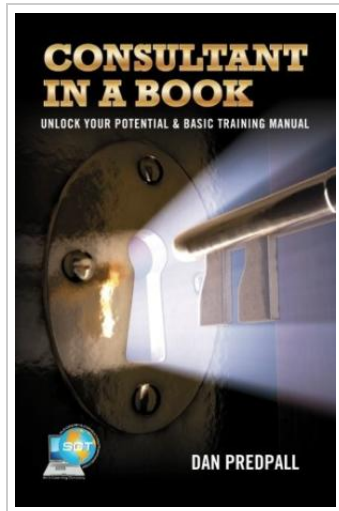




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Consultant in a Book: Unlock Your Potential Basic Training Manual

By MR Dan Predpall

Createspace, United States, 2013. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Author Dan Predpall says in the nearly forty years that I've been a consultant, working for large consulting firms, and starting several small businesses, I've never seen a better time to become an independent consultant and monetize your skills and knowledge. Dan wrote this book with two audiences in mind: aspiring consultants, and established consultants. For those interested in starting a home business, this book is a great training manual that will provide the guidance needed to get off to a good start. Established consultants will find many actionable tips and techniques that will unlock their potential and accelerate growth. More specifically, the book covers: Seven essential factors that combine to create a powerful consultant's mindset How to describe your service offering in a way that prospects want to know more Discover six influencers that, if used in your proposals, will reduce purchase anxiety and increase buyer interest How to create a lead generation system that will fill your sales funnel A framework for writing successful proposals Marketing on the Internet: a new frontier where...



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