



Flying Solo : How to Start an Individual Practitioner Consulting Business

Stuart G. Walesh

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A book for the entrepreneurial person who, regardless of age, has engineering, computer, or other technical knowledge and experience and the desire to be a sole proprietor consultant. "Flying Solo" describes telltale signs that point to going out on your own, characterizes the functions of consultants, explains success factors, assesses your viability as a free lance, presents the logistics of getting started, outlines a simple but effective marketing strategy, suggests ways to be successful with a new client, reviews fundamental project management ideas, lays out basic accounting steps, offers liability minimizing tactics, and addresses the possibility and consequences of failure. Overall, *Flying Solo* will help you enjoy your work, increase your autonomy and income, and prepare for a comfortable retirement.



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