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Marketing Your Consulting And Professional Services

Timothy Clinton, George Ohlschlager



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helps marketers develop a growth strategy for their firm understand and connect with clients more deeply and develop and manage client relationships to build successful brands

Contributing Authors Richard Grove Director of Marketing Business Development Communications Allen Overly LLP Daniel Smith Senior Business Development and Marketing Manager Asia Pacific Baker McKenzie Claire Essex Director of Business Development and Marketing Asia Pacific Baker McKenzie Clive Stevens Executive Chairman Kreston Reeves Louise Field Head of Client Service Insight Bird Bird LLP Tim Nightingale Founder Nisus Consulting Ben Kent Managing Director Meridian West Lisa Hart Shepherd CEO Acritas Nick Masters Head of Online PwC Alastair Beddow Associate Director Meridian West Dale Bryce President Asia Pacific Professional Services Marketing Association Gillian Sutherland Director Global Key Account Management Buildings Places AECOM Susan D aish Business Relationship Director MacRoberts LLP Dan O Day Vice President Thomson Reuters Elite Matthew Fuller Director of Marketing and Business Development EMEA White Case LLP Amy Kingdon Marketing Communications Director UK Europe Atkins Eleanor Campion Communications Executive UK Europe Atkins Jessica Scholz Business Development Manager Freshfields Bruckhaus Deringer Germany Giles Pugh Principal SutherlandsPugh

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While finding and keeping a core group of clients remains the bread and butter of any consultant's business doing so is far from simple in a field that's becoming increasingly crowded and competitive. Today as the result of drastic shifts in the landscape information technology virtual organizations telecommuting targeting and attracting clients is a greater challenge than ever. To help you meet that challenge head on *Marketing Your Consulting and Professional Services* the bible for consultants and professionals worldwide has been thoroughly revised and expanded. This brand new Third Edition gives you the tools and the know how to survive and thrive in today's tough market. Beginning with a comprehensive overview this updated resource keeps you abreast of current trends and issues. In addition you'll find complete coverage of Dick Connor's innovative and highly effective Client Centered Marketing CCM approach a practical deliverables driven system for penetrating specific markets. This easy to follow six part process helps you achieve a myriad of essential marketing objectives from expanding services for current clients and capitalizing on the potential within your business to generating profitable growth and managing your image with clients and targets. With a wealth of new information that focuses on finding and qualifying new clients what every consultant worries about most this new edition of *Marketing Your Consulting and Professional Services Third Edition* provides essential information on Analyzing your current business or practice evaluating clients assessing existing prospects preparing a strategic profile Becoming client smart determining how the niche industry is organized identifying requirements for success determining its needs Building market awareness maintaining positive name recognition establishing your firm's intended image Prospecting acquiring new high potential clients preparing a winning proposal selling the value adding solution Ensuring client satisfaction handling service and relationship breakdowns with a practical recovery action sequence Complete

with helpful worksheets and checklists as well as precise definitions of terminology and an annotated bibliography

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Schultz and John E Doerr are the coauthors of the Wall Street Journal and Inc Magazine bestseller Rainmaking Conversations and Professional Services Marketing Lee W Frederiksen is coauthor of Online Marketing for Professional Services Will be widely promoted via multiple online routes and direct mail marketing Firms of any size can use this proven approach to marketing and client development to attract new clients and grow their professional service businesses **Getting the Most Out of Your Consultant** Gordon W. Fuller,1998-07-13 Consultants are a dominant force in the business world At their best they can pinpoint a company s shortcomings and suggest improvements but many executives and managers do not know how to work with consultants in the most efficient and profitable ways Let a corporate executive turned advisor explain about Getting the Most Out of Your Consultant with solid advice on how to select hire and build a constructive relationship with a consultant **Practice Management for Land, Construction and Property Professionals** Brian Greenhalgh,2002-11 This book presents the expert views and practical experience of researchers and practitioners concerned with the challenges and skills required to manage professional service organisations in the construction and property industries

Performance Analysis and Consulting (In Action Case Study Series) Jack J. Phillips,2000-05-01 If your organization is looking for ways to improve performance here s a source for proven systems processes and models from HRD experts Twelve cases provide practical applications of performance analysis and consulting **Building Care** Brian J.B. Wood,2009-02-18 Building care encompasses everything from maintenance of a building to energy conservation and range of approaches including the effects on design A range of approaches to looking after buildings and their users is covered in this book The rationale and conditions that support them e g PPM preventative planned maintenance JIT just in time are explained together with the commercial and environmental imperatives driving new approaches to building care

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Getting Started in Private Practice Chris E. Stout, Laurie C. Grand, 2010-06-10 All the tips and tools you need to build a successful mental health practice from the ground up Many mental health professionals currently working for group practices hospitals and private or government agencies have both the skills and the drive to become solo practitioners But how and where do you begin Getting Started in Private Practice is a reliable reference that offers the comprehensive information and armchair motivation you need to establish and build your own practice from the ground up User friendly and full of helpful tips this handy book provides you with tools and techniques for starting and maintaining a thriving private practice including information on Discovering your ideal practice Creating a business plan Financing your start up Setting fees Setting up shop and measuring results Minimizing risk Managing managed care Marketing your practice Generating referrals Utilizing additional print Web and organizational resources From major concerns such as ethics and liability to day to day matters like selecting stationery and business cards Getting Started in Private Practice puts the best solutions at your fingertips Whether you re a recent graduate or a seasoned pro this invaluable resource will help you minimize the uncertainty of establishing a solo practice while maximizing the rewards

The Preferred Provider's Handbook William L. Poynter, 2013-10-28 First published in 1994 A revolution has been taking place in behavioral health financing and only those practitioners who know how to successfully market themselves to managed care organizations are likely to maintain their hold in this rapidly changing system Realistic clear insightful and highly practical The Preferred Provider's Handbook will help therapists to understand the managed care marketplace and to develop the strategies necessary to meet its many challenges You will learn how to Get accepted on preferred provider lists of managed care organizations M C O's Generate patient referrals once you are accepted onto a panel of preferred providers Retain active referral status over the long term Zero in on the higher quality networks that produce higher income and have minimal legal risk Break into closed provider lists one of the most difficult but important tasks The Handbook clearly sets forth the basics of managed care with the aim of helping psycho therapists gain an understanding and acceptance of this new system The volume addresses strategic marketing whereby therapists can select and pursue those managed care organizations best suited to their needs provides tools for designing and implementing a marketing plan and gives a

framework for understanding and making profitable use of future trends in a professional and ethical manner Of particular value is a chapter discussing marketing implications for behavioral health arising from the Clinton administration's new managed competition plans Armed with specific information on how to fill out an M C O application how to analyze a contract which specialties are most desirable and which should be avoided how to network and much much more you will be well on your way to professional success This is an essential resource for all practitioners in the managed care marketplace **How to Market Your Way to a Million Dollar Professional Service Practice** Bob Serling,2006-05 This is a collection of four works by Bob Serling on how to build your Professional Service oriented business into a million dollar powerhouse Practical advice and sample marketing information are provided In addition purchasing this book entitles to reader to download four pre recorded QA sessions with the author *Project Management* Jeffrey P. Davidson,2000 Following the advice in this guide will not only help your get your project off on the right foot but will also keep you and your team marching along to its successful conclusion You ll learn how to put together the best team for the job how to define your goals and motivate your teammates how to monitor the teams progress and keep the project on track and how to stay within budget and time constraints The book also explains how to use charts and diagrams to detail and define various aspects of the project

Consulting Basics Joel Gendelman,2010-06-01 Ah the life of a consultant Sleeping late working in your pajamas until noon never having to do anything you don't like It's exactly what everyone dreams about right Wrong If you've ever wondered what it's really like to be a learning and development consultant and what it takes to become a successful one then you need this book If you decide to go for it or if you've already taken the plunge Consulting Basics can help you every step of the way You ll learn about The four things you must have before becoming a consultant Realities of daily work life on your own How to sell yourself find clients and develop proposals The client's point of view and how it impacts you Setting up your practice effectively and professionally Along the way you ll find charts checklists anecdotes examples and questionnaires to help you gain perspective navigate your choices and move forward An appendix provides sample written agreements so that you ll have essential documents as soon as the need arises Consulting Basics is comprehensive yet it's a quick and pleasant read

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