



Getting Started in Computer Consulting (Getting Started In.....)

Peter Meyer

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Written by an expert who has helped thousands of people nationwide find success as computer consultants, this is your complete guide to starting and managing a thriving computer and network consulting practice. From start-up costs to contract negotiation, from taxes to pricing and marketing, you get concise, straightforward advice and guidance on all the critical issues involved. And throughout the text you'll find candid accounts from seasoned computer consultants who share invaluable insights into all aspects of the business. You'll learn how to:

- * Assess your strengths and zero in on your market niche
- * Use proven, affordable marketing and sales techniques
- * Decide when you need a broker and find one you can work with
- * Set fees and negotiate contracts to your best advantage
- * Bid on government contracts--and win
- * Manage your time and workload for optimum satisfaction
- * Choose and win the clients you want to work with
- * Use the Internet to build your success

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