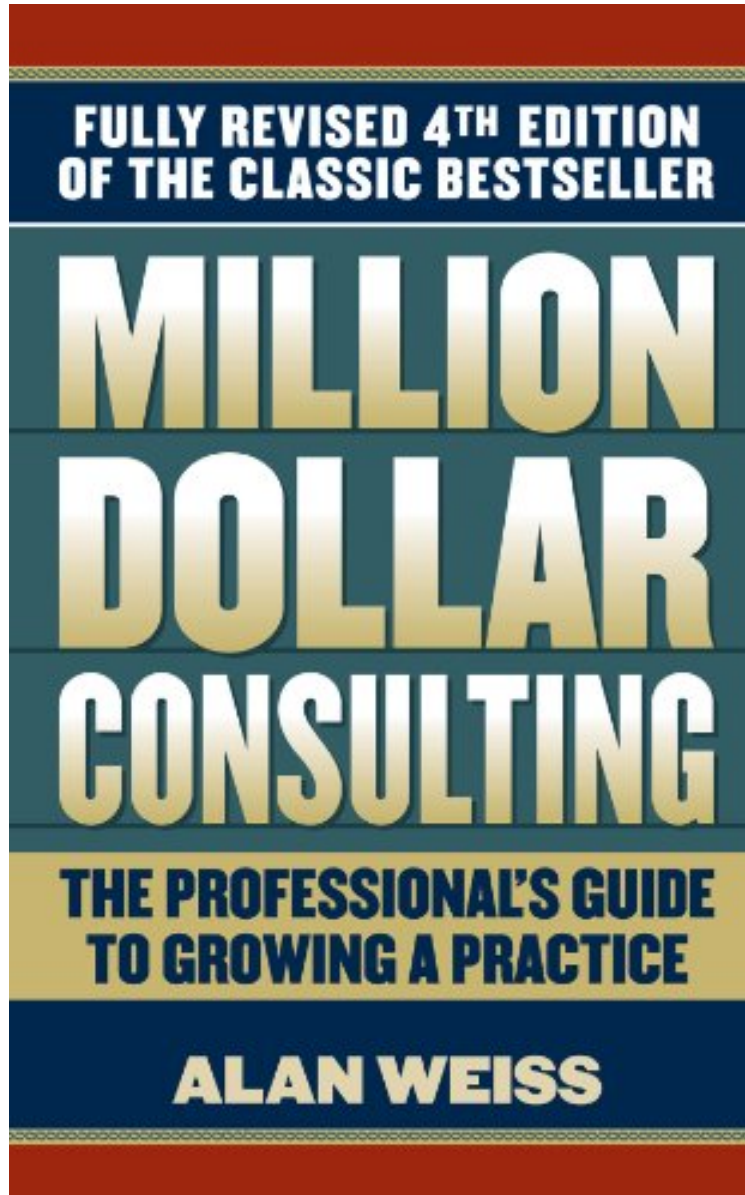


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## Million Dollar Consulting

*Alan Weiss*

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**Alan Weiss : Million Dollar Consulting** before purchasing it in order to gage whether or not it would be worth my time, and all praised Million Dollar Consulting:

7 of 7 people found the following review helpful. Glad I read this after I quit being a consultantBy OrbeaRider66This was a book I had to read for a class I'm taking. I was actually looking forward to reading this right up to the point where I actually started reading. Weiss comes across as awfully condescending towards any consultant who isn't

running their consulting business the same way he does. He also contradicts himself throughout the book. In one chapter he talks about dropping the bottom 10% of your business and a few chapters later he talks about how you can mine your bottom business for more work. He also mentions that most new businesses fail (thanks for the tip) and then suggests that new businesses use a second mortgage for financing. Great tip. Most businesses fail so let's put our house on the line. The other big issue for me is that this book just seems so dated. I realize the first edition was in the early 90's but the last edition was in 2009. Not only has the technology moved past him (he was suggested technology that was dated even for 2009) but his whole approach seems to be stuck in that 70's and 80's mindset. What worked for him in the past won't work for him now. Worse, many of his suggestions will not serve new consultants well and, since that's kind of the point of this book, that's problematic. In the end, the best thing I can say about this book is that I got it used. 14 of 15 people found the following review helpful. Good information, just VERY verbose. By SuSu Alan definitely has a lot of consulting experience. He comes off a bit brash and arrogant at times, but in a way that you'd like to be with 30+ years under your belt. For example, he describes subcontractors as "the delivery people...who are a dime a dozen" as if they are almost sub-human, even saying "don't let them read my book." The book has some great information, BUT, it is incredibly verbose. What Alan takes 10 pages to describe could easily be boiled down into 10 sentences or less. This book could easily be half its size. I find myself waiting for him to get to the point multiple times. Don't get me wrong, I appreciate the information he is conveying, I just wish he could do it more succinctly and matter-of-factly. My other complaint is that there is a noticeable amount of content seemingly copied wholesale either from or into his other books. Sometimes it's a paragraph here and there, but occasionally it seems like an entire chapter is repurposed from another of his books word for word. He even uses the same euphemisms over and over in all of his books, sometime with only slightly different context. Other than that, however, there is good information here for anyone looking to get away from hourly billing and into a value-based system, so it has value in that regard. 1 of 1 people found the following review helpful. Not too sure about this book. By Trudy Cr I think the writer is full of sh... I think this book is based on Weiss sharing his accomplishments and bragging about them. Some of his ideas don't even make sense. I bought this book for a class and it was a pain to read. Many of my classmates shared the same sentiment as we had to review each chapter throughout the semester. I would say buy it only if it's a requirement for a class. Don't buy it if you're trying to learn how to become a million dollar consultant. You won't get too much from this book. sorry.

The Long-Awaited Update for Building a Thriving Consultancy Completely updated for today's busier-than-ever consultants, this classic guide covers the ins and outs for competing and winning in this ultracompetitive field. You'll find step-by-step advice on how to raise capital, attract clients, create a marketing plan, and grow your business into a \$1 million-per-year firm, plus brand-new material on: Blogging and social networking Global consulting Delegating labor Profiting in a troubled market Retainer business Internet marketing Praise for the previous editions of Million Dollar Consulting: "If you're interested in becoming a rich consultant, this book is a must read." Robert F. Mager, founder and president, Mager Associates, and member of the Training Development Hall of Fame "Blast out of the per diem trap and into value billing." Jim Kennedy, founder, publisher, and editor, Consultants News "The advice on developing price structure alone is worth a hundred times the price of the book." William C. Byham, Ph.D., author of Zapp! "Must reading for those who are beginning a practice or seeking to upgrade an existing practice." Victor H. Vroom, John G. Searle Professor, School of Management, Yale University

About the Author Alan Weiss, Ph.D., is the founder and president of Summit Consulting Group, Inc., a global firm specializing in management and organizational development. Known as "The Rock Star of Consulting," he has written 32 books that have been translated into 9 languages, and is the only nonjournalist in the 60-year history of the American Press Institute to be awarded its Lifetime Achievement Award. He is a member of the Professional Speakers Association Hall of Fame. Alan lives in East Greenwich, RI, with his wife, Maria. Learn more about the author at [summitconsulting.com](http://summitconsulting.com) and [contrarianconsulting.com](http://contrarianconsulting.com)