Title:
Computer Consultant 101: How to Build a Stable Business

Word Count:
387

Summary:
Computer Consultant businesses need to implement good business practices. Make sure you implement the strategies in this article and you will become a successful computer consultant.

Keywords:
computer consultant, computer consultants, small business computer consultant, small business computer consultants, IT consultant

Article Body:
Know How To Bill and What to Charge

Without knowing how to bill and what to charge, you're going to lose a lot of money that's really yours. If you get your billing and pricing wrong as a computer consultant, you'll send a bad message to people that you're trying to quote for business.

You'll be screaming that you're a rank amateur rather than a skilled computer consultant. It could take you years to recover from this. A lot of times you would need to scrap existing clients and completely start over because certain clients you brought in at the wrong level.

Perform IT Audits

If you know how to do them right it's an incredibly powerful technique. You get paid to write proposals and do needs assessment work. If you don't know how to do this you're going to wind up doing a lot of exploratory work for free. You can actually get paid for your initial consultation time for doing the technology assessments and the IT audits.

Build Local Partnerships

You'll need partnerships as your computer consultant business evolves. These will get you some of your best clients along the way. If you don't have good local partnerships, you can almost guarantee that you'll lose clients along the

way with this as well. You need to learn how to find these key players and how to negotiate with them.

Exceed Client Expectations

If you want to get paid the big bucks as a small business computer consultant, your clients will expect a lot from you. Your clients' idea of perfection may be different from yours. You need to learn the magic words you need to know to avoid a lot of the stress and intense pressure. You want to come out smelling like a rose to exceed their expectations.

Maximize your Utilization Rate and Profitability

Making as much of your work-week billable as possible and eliminate a lot of the non billable, time-draining non revenue draining computer consultant activities. It's all about delivering small business virtual IT services and how to build a stable business; how to get clients for life.