Title:
Computer Consulting Business: Find the Right Clients

Word Count:
371

Summary:
Computer consulting business owners need to latch on to the right clients in order to get their computer consulting business profitable. Make sure you are not running a charitable computer consulting business.

Keywords:
computer consulting business, computer consultant business

Article Body:
If you really want to make a decent living and want to have a good, successful, viable computer consulting business, sooner or later you have to narrow down your focus and develop a keen intuition. Additionally, you have to become good at spotting the best small businesses accounts.

The Small Business Myriad

There are millions of small businesses in the U.S. and there are millions of small businesses abroad. There's a pretty good chance that there are thousands, if not tens of thousands, of companies that would qualify as small businesses in your local area.

The sad fact is, if you latch onto the wrong ones, you're not going to have a very good computer consulting business.

Finding the Best Accounts

You need to know where to find these best accounts. In the computer consulting business you also need to know how to say "no," and when to say "no."

It's extremely important that you know where to look, and how to verify that a small business is going to be a gratifying client for your computer consulting business.

You obviously want to feel a certain sense of career satisfaction. That's probably one of the reasons you're looking at starting your own computer

consulting business as opposed to sticking with a traditional corporate IT career.

Keep the Financial Aspects in Mind

Your computer consulting business also has to be lucrative financially because you need to have a profitable business. You want it to be a stable source of recurring revenue.

Remember, all small businesses are not created equal. Your job is not to be the Mother Teresa of PC support. You are not starting a computer consulting business as a charitable organization.

The Bottom Line about the Computer Consulting Business

Of course, you want to have empathy for the people you support and you want to do a great job for them. At the same time, you have to look out for your own interests to make sure you're going to be there for them six months to a year down the road.