



Consultant in a Book: Unlock Your Potential Basic Training Manual

By MR Dan Predpall

Createspace, United States, 2013. Paperback. Book Condition: New. 216 x 140 mm. Language: English . Brand New Book ***** Print on Demand *****.Author Dan Predpall says in the nearly forty years that I've been a consultant, working for large consulting firms, and starting several small businesses, I've never seen a better time to become an independent consultant and monetize your skills and knowledge. Dan wrote this book with two audiences in mind: aspiring consultants, and established consultants. For those interested in starting a home business, this book is a great training manual that will provide the guidance needed to get off to a good start. Established consultants will find many actionable tips and techniques that will unlock their potential and accelerate growth. More specifically, the book covers: Seven essential factors that combine to create a powerful consultant's mindset How to describe your service offering in a way that prospects want to know more Discover six influencers that, if used in your proposals, will reduce purchase anxiety and increase buyer interest How to create a lead generation system that will fill your sales funnel A framework for writing successful proposals Marketing on the Internet: a new frontier where...



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An exceptional book as well as the font used was exciting to read. It is actually rally intriguing through reading time. You will not sense monotony at anytime of the time (that's what catalogues are for about when you ask me).

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