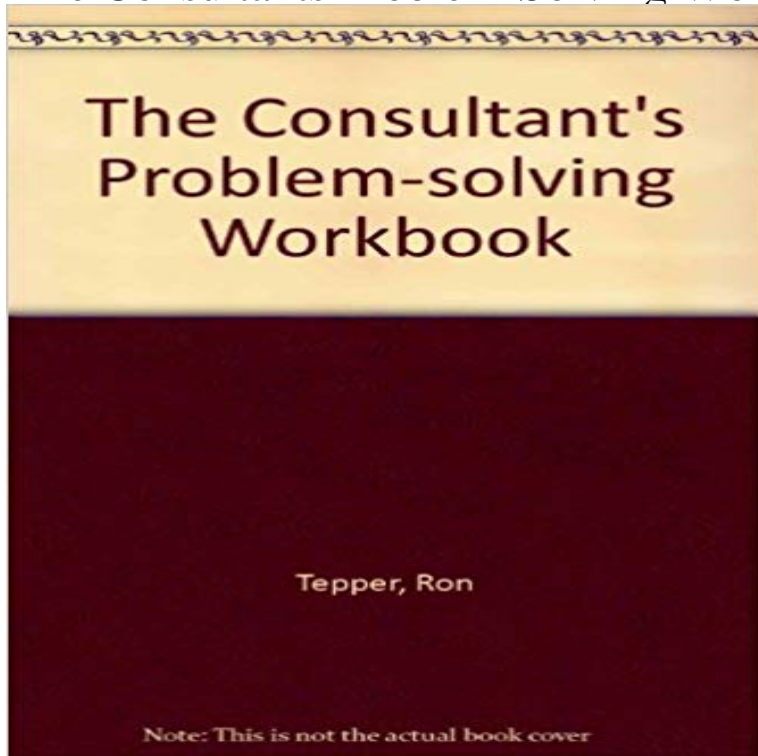


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A thorough hands-on approach to consulting covering all practical aspects of the field. Describes how to structure a contract of agreement, how to word the agreement with a partner, especially if the partner is a friend, how to arrive at a fee--and how to explain the fee to a client. Also covers billing and collecting for work, the pluses and pitfalls of incorporation and other forms of business, and features a special section on ``venture consulting, a unique money-making and billing concept for doubling a normal fee and creating new business simultaneously. A complete range of sample forms, letters, contracts, and checklists of instructions, plus step-by-step techniques for creating effective direct mail brochures, audio-visu- als, and newsletters makes this an indispensable sourcebook.

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