



# **The Independent Consultant's Survival Guide: Starting Up and Succeeding as a Self-Employed Consultant**

*Mike Johnson*

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# The Independent Consultant's Survival Guide: Starting Up and Succeeding as a Self-Employed Consultant

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## **The Independent Consultant's Survival Guide: Starting Up and Succeeding as a Self-Employed Consultant** Mike Johnson

Every year thousands of people like you decide to make the move to independent consultancy. And next year hundreds of them will go crawling back to the security of paid employment. The problem is simple: to succeed at most jobs you have to be good at what you do; to succeed as an independent consultant you also have to be good at everything else all those people you used to work with did as well. If you're serious about becoming a successful independent you'll need all the help you can get. You need advice from people who've been there and survived long enough to tell the tale. Mike Johnson, a successful independent consultant for over twenty years, has spoken to over fifty other self-employed consultants: some who've been incredibly successful, some who make a living and some who've failed. He's distilled their advice and his own experience into his book. It's not a book about how to consult - it's about how to be a consultant. If you want to make it through your first year, if you want to see your business prosper and grow, if you don't want to have to go back and get another job working for somebody else, then you'll need "The Independent Consultant's Survival Guide".

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