

5 Ways to Tell if Independent Consulting Is For You—and 5 Indicators That It's Not!

Today's Outcomes

By the end of today's session, you will be able to:

- Assess your readiness for a career in independent consulting
- Identify warning signs that would preclude you from being successful as an independent consultant
- Identify steps you can take to improve your chances of success if you do decide to make Independent Consulting as a career

The co-founders of LEAP Consulting



Defining an Independent Consultant

- A person with extensive or specific professional expertise who provides their professional services to a variety of clients by setting up their own small, entrepreneurial business.
- Someone with their own brand and company identity.
- May do a variety of types of work:
 - Project work
 - Speaking
 - Writing
 - Consulting
 - A mix of all of these

Today we're not really talking about...

- **Contractor:** Someone that provides professional services to another entity under a fixed duration contract. They are not a full time employee, but work when and as required. They may have their own business entity established, but work is secured and managed by an umbrella firm.
- **Person In Transition:** Person who is between full time jobs and takes on free-lance or contract work. Their ultimate goal is employment and independent work is seen as a short term stop gap.

Poll

What category best describes you?

1. I am employed and am researching various career options.
2. I am employed and am strongly considering becoming an independent consultant.
3. I have just started to do independent consulting.
4. I currently am an independent consultant.

The Time is NOW!



Why Consider Independent Consulting?



Control & Flexibility



Income Potential



Do More of the
Work You Love



Challenge Yourself



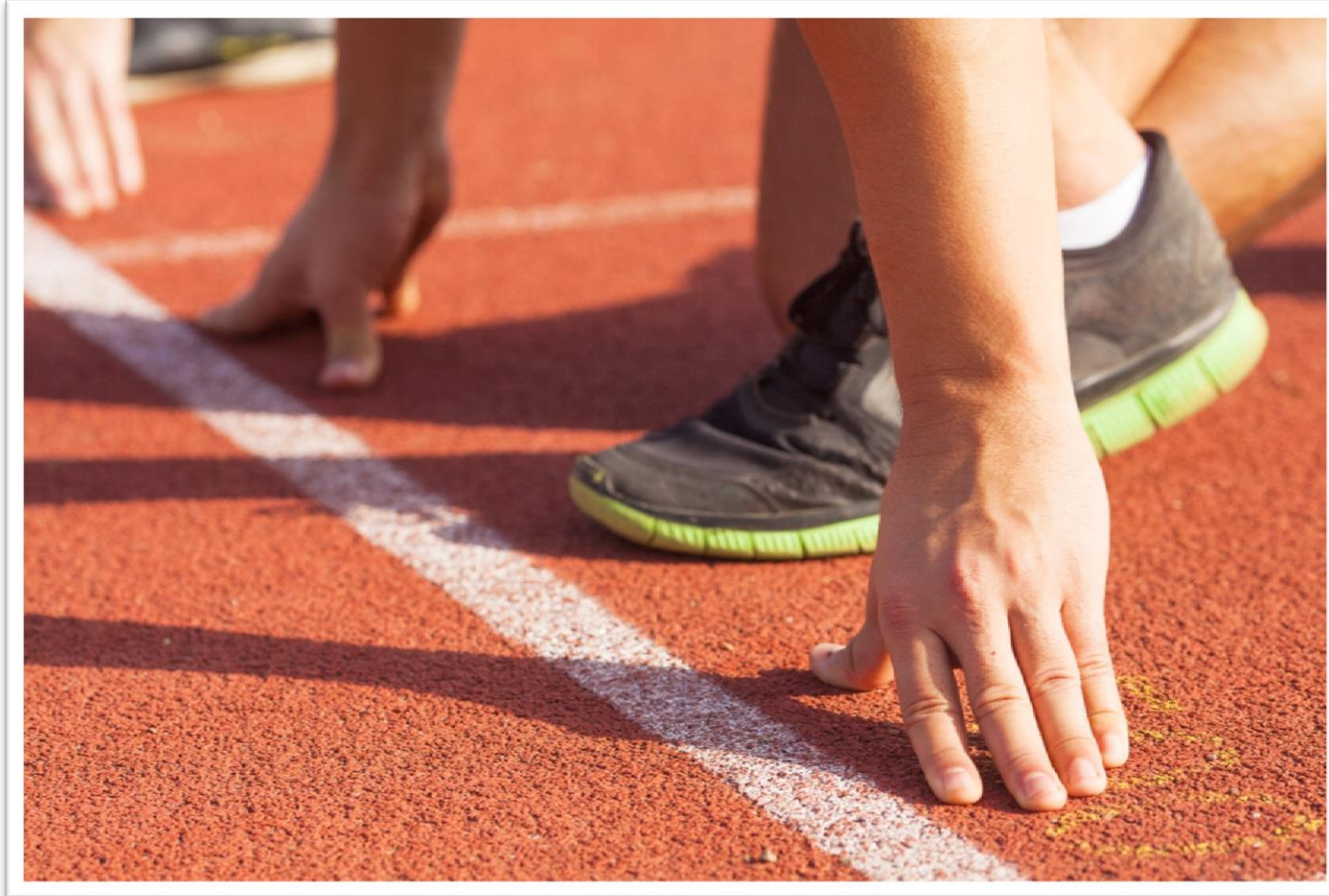
5 Ways To Tell If Independent Consulting Is For You

1: You Have Marketable Expertise

- ✓ Your skills are relevant
- ✓ Your skills are in demand; others are looking to out-source your skills
- ✓ Your skills transfer across companies and industries
- ✓ You are good at what you do



2. You are a Self-Starter



3: Being an Entrepreneur Excites You



4: You Want to Take Back your Life



5: You Thrive with Variety



5 Warning Indicators That Independent Consulting is Not for You!

1. You Lack Verifiable Credentials



2. Network? What Network?



3. You Have No Financial Safety Net



4. You Can't Make Decisions in Ambiguous Situations



5. Promoting Yourself & Selling Terrifies You



These Indicators are Fixable over Time with Effort

- You can build your credentials & expertise
- You can build a strong network
- You can build a financial safety net
- You can learn to make decisions quicker
- You can overcome your fear of selling and learn how to do it adequately



Summary

Yes

Marketable professional expertise

Self Starter

Entrepreneurially minded

Desire control of schedule

Thrive with Variety

No

Lack Credentials

Limited Network

No financial safety net

Difficulty making decisions

Fear of selling

Poll

What is the top thing you need to get into place to either start or be more successful as an independent consultant?

1. Sharpen my marketable professional skills
2. Document “proof” of my skills
(degrees/certificates/recommendations/portfolio)
3. Build my professional network
4. Build my entrepreneurial skills & knowledge
5. Create a financial safety net

A Special Offer for ATD Attendees

- Go to www.leaprighnow.biz/atd/ to schedule a complimentary 30 minute individual session with Kris
- We will discuss where you are, if independent consulting is for you and will identify what next steps are appropriate for you
- Learn more about our up-coming Discover Series that starts in April

Open Forum

- Put your questions in the text box



Thank You

- We hope your career brings you satisfaction, meaning, positive challenges – and that it fits nicely into your larger life!

