



**PLUS DELTA<sup>®</sup>**  
**CONSULTING**

*improving performance through Positive Change<sup>®</sup>*

## ***Launching, Running and GROWING a Successful Management Consulting Practice***

***Presented by Jeremy S. Lurey, Ph.D.***

*An interactive two-day training course that delivers the tools and skills you need to be an effective solopreneur and not only successfully launch your consulting firm but also manage it once established.*

### **Course Overview**

As organizational restructuring and transition increases at an alarming pace in today's business environment, employee loyalty in organizations also seems to be on the decline. Together, these two trends are planting the seeds for more and more internal practitioners to establish their own consulting practices.

Running your own management consulting firm can be an exciting and exhilarating experience. It can offer greater flexibility and freedom to anyone who has previously worked for another employer while also providing tremendous opportunities for personal growth and professional development. Far too often though, skilled practitioners try to launch their own consulting practices without completely considering the challenges that await them and therefore are not able to make it on their own. This struggle ultimately causes many good consultants to take down their "shingle" in search of another internal role.

This interactive two-day training course helps you explore the key drivers for successfully launching a management consulting practice and develop the critical skills you need to effectively manage and grow your firm once established. The program is based on leading business practices as well as Plus Delta's critical lessons learned from being in business for many years – and even being named one of the fastest-growing private companies in America by Inc magazine. For this reason, the workshop focuses on enabling seasoned consultants who excel technically in their primary areas of expertise to become strong solopreneurs who also excel in running their own business operations to ensure they achieve extraordinary results.

### **Workshop Objectives**

In this workshop, participants will review a powerful framework for launching their consulting practices as well as specific techniques they will need to operate and grow their firms. By the end of the workshop, participants will achieve the following objectives:

- Recognize and understand the many roles of being an solopreneur and business owner
- Learn about today's market environment and business context for launching a successful management consulting practice
- Review the steps required to launch their firms and create new service offerings
- Discuss several effective techniques for running their practices once established
- Develop a growth strategy for enabling the continued success of their firms

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## **Who Should Attend**

- Internal practitioners looking for direct guidance and support in launching their own management consulting practices
- New external consultants who just recently started their firms and want to learn key business principles to more effectively manage their firms' operations
- Experienced external consultants who want to take their firms to the next level of success by designing new service offerings and enhancing their overall market presence

## **About the Facilitator**

Dr. Jeremy S. Lurey is the Founder and Chief Executive Officer of Plus Delta Consulting, LLC. Dr. Lurey specializes in leadership and organization development and works closely with senior executives and business leaders to improve performance and implement positive changes in their organizations. Dr. Lurey has particular expertise in strategic planning, executive and management development, change management, business process improvement, and team effectiveness. With more than 15 years experience as a management consultant, he has supported clients ranging from small start-up operations to multi-national Fortune 100 corporations, including organizations like Blue Shield of California, Cargill, Experian, Kaiser Permanente, Nestlé USA, Pioneer Electronics, Raytheon, and St. Joseph Health System, as well as several government and non-profit agencies.

Dr. Lurey holds MS and PhD degrees in Organizational Psychology from the Marshall Goldsmith School of Management. In addition to his role as a consultant, Dr. Lurey serves as an Adjunct Faculty member at Pepperdine University's Graziadio School of Business and Management. Dr. Lurey is recognized for both his thought leadership and applied consulting work with Plus Delta's Positive Change<sup>SM</sup> approach and is frequently invited to speak to professional groups at international conferences and symposiums. He has also authored several publications on organization development, change management, leadership excellence, and virtual team effectiveness. Before establishing Plus Delta, he worked at both PricewaterhouseCoopers and Andersen Consulting.

You can reach Dr. Lurey by calling (866) PLS-DLTA or by sending an email to [jslurey@plusdelta.net](mailto:jslurey@plusdelta.net). You can also visit Plus Delta Consulting online at [www.plusdelta.net](http://www.plusdelta.net)

