

Launching, Running and GROWING a Successful Management Consulting Practice

Presented by Jeremy S. Lurey, Ph.D. and Samantha Lurey, MA

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. 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

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 Facilitators

Dr. Jeremy S. Lurey is the Chief Executive Officer of Plus Delta Consulting, LLC, and Ms. Samantha Lurey is the President of the firm. With advanced degrees in organizational psychology, the Lureys complement each other through a powerful combination of practical skills and applied consulting experiences, including Big firm and internal roles working with various corporate, non-profit, and government agencies. They are both recognized for their thought leadership and applied consulting work with Plus Delta's Positive Changesm approach and are frequently invited to speak to professional groups at international conferences and symposiums.

Dr. Lurey specializes in leadership and organization development and partners with his clients to assess their current operations and implement targeted solutions that improve performance and enable them to achieve their strategic objectives. He 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, Dr. Lurey has supported clients ranging from small start-up organizations to multi-national corporations, including several non-profit and government agencies. He holds MS and PhD degrees in Organizational Psychology and is certified as a Master Instructor. In addition to his role as a consultant, Dr. Lurey serves as an Adjunct Faculty member at Pepperdine University and has authored several publications, including a book chapter, on organization development, change management, leadership excellence, and virtual team effectiveness.

Ms. Lurey specializes in managing large-scale change initiatives and offers a variety of workplace solutions to clients ranging from small start-up companies to Fortune 100 corporations as well as both local and federal government agencies. With more than 12 years experience as an organizational consultant, she has particular expertise in change management, talent management, organizational redesign, culture change, and technology implementation. Ms. Lurey holds a Master's degree in Organizational Psychology as well as a Bachelor's degree in Psychology. She also serves as a guest lecturer at Alliant International University and presents at various conferences and to client work groups engaged in large-scale change efforts.

You can reach the Lureys by calling (866) PLS-DLTA or by sending an email to jslurey@plusdelta.net or slurey@plusdelta.net. You can also visit Plus Delta Consulting online at www.plusdelta.net.

