

Coaching **4** Consultants

Need help getting your consulting practice off the ground?

Already 'in flight' and want to take your boutique consulting firm to the next level?

Sign up TODAY for a Coaching **4** Consultants Coaching Program and put your vision into action!

The C4C Coaching Program will help you ...

- Recognize and understand the many roles of being a solopreneur and small business owner
- Review the steps required to launch your firm and create new service offerings
- Discuss effective techniques for running a sustainable consulting practice
- Develop a growth strategy for enabling the continued success of your firm

Who should participate in this program?

- 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 take them to the next level
- Experienced external consultants who want to enhance their market presence with new service offerings

Is this you? Sign up today!

✓ Envision Your Future ✓ Fill Your Sales Pipeline ✓ Grow Your Practice

C4C coaching programs generally last 3 months and can be customized to address your particular needs!

Call [+1.310.589.4600](tel:+13105894600) or email C4C@plusdelta.net for more info and to sign up today!

Sign up now for only

\$1,950

for 3 months of dedicated coaching support

Sign up TODAY for a Coaching4Consultants Coaching Program and Take Your Practice to the Next Level!

- ✓ Monthly 90-minute directed learning sessions
- ✓ Monthly 30-minute application sessions to address your real-time business challenges
- ✓ Topical readings and homework assignments
- ✓ Additional check-ins and ad hoc email and phone support as needed with your C4C coach
- ✓ Fully customizable... Focus on what you need to succeed!

While you may customize your C4C coaching experience to address your particular needs, the C4C coaching program is generally divided into 3 separate coaching modules facilitated over the course of 3 consecutive months:



Module #1: Visioning

What's so for you and your firm? And what's your ideal future state? If you don't know where you are going, then you aren't likely to ever get there! Together, we'll discuss your final destination and determine exactly how you are going to get there. We'll also look at the multiple roles of being a solopreneur and small business owner as you put your plan in motion.



Module #2: Sales & Marketing

Consultants rarely establish their businesses because they are great salespeople. In fact, most of us are great practitioners who don't know the first thing about selling! Learn how to establish your brand identity and evaluate everything you are currently doing to market your firm. Together, we will also develop your business development and sales strategies and identify your most viable sales targets for selling your consulting services.



Module #3: Contracting & Firm Operations

Creating a sustainable consulting practice also requires you to focus on the financial and operational aspects of your firm. Today's successes could be tomorrow's failures if you aren't careful! Together, we'll develop an approach for contracting with your clients and review fundamental business practices to cultivate alliance partnerships, sub-contract with others, and produce even greater business results to keep your business in the black.

Jeremy S. Lurey, Ph.D. ■ Your C4C Coach

With nearly 20 years experience as a management consultant, Jeremy is a seasoned management consultant, trusted business advisor, and dedicated mentor and educator for emerging professionals in the field. With a powerful combination of practical skills and applied consulting experience working with various corporate, not-for-profit, and government agencies, he works with business leaders to improve performance and implement positive changes in their organizations and has personally been honored by The M&A Advisor as one of the "Top 40 Under 40" executives of the year two years in a row. Jeremy has particular expertise in strategic planning, executive and management development, change management, business process improvement, and virtual team effectiveness. In addition to his role as a consultant, he also serves as an Adjunct Faculty member at the Graziadio School of Business and Management and is frequently invited to speak to professional groups at international conferences and symposiums. Over the past 10 years, Jeremy has built his own multi-million dollar consulting practice – not to mention one of the fastest-growing private companies in America according to Inc magazine – and knows all too well just what it takes to make it on your own as a solopreneur.

