



The 21st Century Entrepreneur:: How To Start A Freelance Consulting Business

Jacqueline K. Powers

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Maybe you've always wanted to be your own boss, or maybe you've been downsized into decision to start your own business. Whatever your reasons, you're about to join a growing number of people who have chosen to put job security in their own hands by making use of their on-the-job training and experience. In today's market, with companies increasingly turning to outside help, opportunities abound for people willing to lend their skills and know-how on a pay-per-project basis. *How to Start a Freelance Consulting Business* will take you step-by-step from start to success:

Set up an office in your home at little or no cost

Check with your former employer about freelance work

Do a market search for the right clients

Create a realistic business plan

Set competitive fees

Take advantage of tax laws for the self-employed

Network with other freelancers in your field

Build on your success and realize a steady return on your investment

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