



**How to Start a Home-Based Consulting Business:
*Define your specialty *Build a client base *Make
yourself indispensable *Create a fee structure
*Find trusted ... expert (Home-Based Business
Series)**

Bert Holtje

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This book contains everything one needs to know to set themselves up as a home-based consultant, create a demand for their services, and make money. Bert Holtje, an author and a longtime publishing industry consultant, shows how to develop a marketable idea, operate a home-based office, draft winning proposals, sell services, get referrals, set fees, manage finances and time, and conduct Internet marketing.

* Define your specialty * Build a client base * Make yourself indispensable * Create a fee structure * Find trusted subcontractors and specialists * Become a sought-after expert

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