



## Consulting On the Side: How to Start a Part-time Consulting Business While Still Working at Your Full-time Job

By Mary F. Cook

John Wiley and Sons Ltd, United States, 1996. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book. Build a thriving business while holding down a full-time job. Do you yearn to strike out on your own, take charge of your destiny, and create a better, more independent lifestyle for yourself? Read this book and learn how to start your consulting business while you still have the security of a regular job. Consulting on the Side is for the professional who longs for independence but can't simply walk away from a steady paycheck and company health benefits. Successful consultant and business author Mary F. Cook shows you how to build a thriving consulting practice gradually, without leaving your full-time job. Drawing upon her own experiences and those of others who established successful consulting practices on the side, she covers all the bases and offers sound, practical advice on everything from logistics to finances, ethics to personal issues. You'll learn how to: Build a healthy client base while working a 9-to-5 job Market your services effectively without spending a fortune Respond to outside clients while staying productive at your current job Set fees and negotiate...



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### Reviews

*This written book is excellent. It really is rally fascinating through studying period. You are going to like the way the writer write this publication.*  
-- **Hadley Ullrich**

*The publication is simple in go through preferable to fully grasp. I am quite late in start reading this one, but better then never. It is extremely difficult to leave it before concluding, once you begin to read the book.*  
-- **Mrs. Josiane Collins**

We are living at a time of unlimited potential. Never before have we experienced such a rapid growth in the number of young entrepreneurs who've begun working for themselves. From app developers, to freelance writers, business consultants, creative producers, and startup founders, there's no shortage of people willing to take large calculated risks in the name of sculpting their own self-employed dream careers. Here are my 10 steps to starting a side business while keeping your full-time job: 1. Make the Commitment. This will get difficult. Look for opportunities to outsource every possible part of your business creation that you can. Obviously, you don't want someone else planning your goals, roadmap, or telling you what your product or service should look like. Advertisement. One cardinal rule of balancing full-time work with part-time business is that you must not compete and steal your day job's clients (unless you want to be booted off). Doing so violates an important rule of work ethics, and breaks the trust of the management. 3. Schedule and plan your time accordingly. The toughest part of starting a business while working is finding enough time to do both jobs well. It is particularly difficult when you face tremendous pressure in your job to provide the highest caliber of performance, particularly in situations when you are up for promotion or you have just ... Consulting on the Side: How to Start a Part-Time Consulting Business While Still Working at Your Full-Time Job.

One idea for you is to start consulting on the side while you still have your corporate job. Work evenings and/or weekends on those projects. Get a taste for what consulting is really like. See how the business goes. If you're getting enough traction in your consulting business and your client project revenue is growing and (a) it has the potential to replace your corporate salary, or (b) is at the same level as your salary, then you'll likely feel much more confident in making the leap from the corporate world to consulting. Remember, life is full of risks, and taking risks leads to great rewards. The elite coaching program for consultants. Develop a predictable pipeline of clients. If you're planning to start a side hustle, here are 10 steps that'll help you get more traction, while you keep your day job and only source of dependable income. 1. Prepare for the Long Haul. On the other hand, some creatives also have profitable freelance side hustles as graphic artists or digital storytellers. If you lack key skills that relate to your interests or the side hustle you want to create, there's no better time than the present to learn them. 3. Validate Your Side Hustle With One Paying Customer. The best time to build a business is when you have a full-time job that covers all of your living expenses. Think of your regular employment as hedging against the risks you're taking as you test the viability of your side hustle. Leaving your current full-time job to start your own business can be risky. You'll be abandoning your post, investing your own capital and potentially running on zero income for the foreseeable future. If your business collapses or fails to generate any meaningful momentum, you'll be low on cash and without a job. Keeping your job while starting your own business is a way of hedging your bets, granting you some guaranteed income as you work to develop your business on the side. If you keep your job, you can quit at any time. If you quit your job, it's going to be difficult to get it back. Keep Learn 4 tips for starting a part-time consulting business on the side. Part-time consulting can give you extra income and the ability to gradually transition from traditional employment to a full-time consulting. Perhaps you'd like to temporarily keep your current job while your consultancy gains traction and begins generating income. Maybe independence interests you but you want to test the viability of consulting in a non-traditional field before leaving your current position. Or, you may simply be unsure of whether the lifestyle of independent work is right for you. In any case, moonlighting as a part-time consultant is an option that can give you the ability to gradually transition from a traditional employment role to that of a full-time consultant.

It will be difficult to start a business while you are still employed at your full-time job. Follow the listed steps to make it work. A good hedge against the risks of starting your own business is to begin working on building your company while you're still employed with a full-time job that pays a regular salary and benefits. Here's why: If you're in a position to start your business while you're still employed, you'll have the best of both worlds. A stable, dependable source of income will give you much more confidence in testing the waters with a new business that has a high likelihood of failure in the first year. One idea for you is to start consulting on the side while you still have your corporate job. Work evenings and/or weekends on those projects. Get a taste for what consulting is really like. See how the business goes. If you're getting enough traction in your consulting business and your client project revenue is growing and (a) it has the potential to replace your corporate salary, or (b) is at the same level as your salary, then you'll likely feel much more confident in making the leap from the corporate world to consulting. Remember, life is full of risks, and taking risks leads to great rewards. The elite coaching program for consultants. Develop a predictable pipeline of clients. Whenever I talk to full-timers who want to start a business, their number one complaint is almost always "I don't have enough time." That's true to a point. The average employee doesn't have a lot of free time, especially if they have a family to take care of or other obligations that consume their time. You end up getting almost nothing done. That's how most entrepreneurs work, and it's a really inefficient system. Why make time to work on your business if you're not going to put it to good use? That's why you need focus to grow your business. Focus is vital to any good work. If you don't have focus, your work will look like a jumbled mess, and your results will suffer. Full-time first, side gig later. 7. Start small. Most entrepreneurs try to go big from day one. Starting a business while you're still working full-time is hard. But it can afford you many luxuries and securities that go straight out the window when you quit your job to pursue a business idea. From the obvious of having a steady income to fund your new venture, to forcing yourself to focus only on what delivers the highest impact and lessening the pressure on yourself. Advertisement. Here are my 10 steps to starting a side business while keeping your full-time job: 1. Make the Commitment. This will get difficult. Look for opportunities to outsource every possible part of your business creation that you can. Obviously, you don't want someone else planning your goals, roadmap, or telling you what your product or service should look like. Advertisement. Then everything started changing. Full-time jobs started to dry up and more and more folks turned to contract work. Companies started outsourcing whole departments. Employees started to wake up and realize that their value is not conferred on them by employers. They build their value in themselves! Shutterstock. Now, you have to run your business the way any CEO runs their business, even if you work for someone else. You have to run your career like a business -- because it is a business! You are the CEO of your career, and you must look at every job as a project your business has decided to t