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## A Survival Guide for New Consultants

By Alvin J Alexander

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Alvin Alexander worked as a consultant for over twenty years. He began at the bottom, working for a small salary plus the exciting promise of performance incentives. Sadly, those incentives didn't come right away. In fact, they barely came at all during the first year. But he kept pushing on, and after working 90-hour weeks for 18-24 months, and making pretty much every mistake a consultant can make -- such as offering advice without knowing all the facts, or before anyone actually asked for his advice -- things got better. The short story is that he created his own consulting firm, grew his income to over 300,000 per year, sold his business, and retired before his 45th birthday. Here's how Mr. Alexander describes *A Survival Guide for New Consultants*: As I wrote this book, I kept thinking back to my first years as a consultant -- the lean years -- and asked, Would this information have helped me? I also thought about the employees I hired, and how I coached them to prepare for meetings and handle...



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