

# Working as a consultant...

A one day course to ensure your early success and expand your professional network



As a growing number of experienced public and voluntary sector professionals move into consultancy, competition to be successful is increasing. This one day course will guide you step by step to trade as a professional consultant, win work and learn the key characteristics of a successful independent within the consultancy field.

Additionally, you will receive free membership to the **CommunitySense Consultant Network** of fellow professionals - identify opportunities for joint working whilst expanding your professional network of contacts. Plus, receive **online support from a dedicated tutor** to help you address early issues as you set-up and start trading as a consultant.

## Learning objectives

The course will show you how to:

- Start trading with confidence and keep costs down
- Shape your offer to best utilise your sector experience and knowledge
- Identify 'early wins'
- Confidently build a client base
- Structure a winning tender
- Market your services professionally and develop your networks
- Turn your network contacts into tangible work opportunities
- Be competitive and stay profitable to ensure your long term success

## Further details

The course will include:

- Understanding your market
- The 3 key characteristics of a successful consultant
- Step by step guidance to building a client portfolio
- Successful approaches to identify work opportunities
- Marketing and networking with confidence

See the full course programme [here](#)

The course costs £295 + VAT for individuals and £370 + VAT for organisations, which includes course handbook and refreshments. To book your place, please click [here](#).

