

Working as a consultant...

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



This one day course is tailored to individuals with successful careers in the public, private or voluntary sector who are seeking to apply their expertise within the consultancy field as an independent. The course will be facilitated by senior trainers at CommunitySense, combining more than 20 years experience in delivering consultancy support to public, statutory, private and voluntary sector clients.

Course programme

The course starts at 9.30am and finishes at 4.30pm, and includes:

Arrival and tea and coffee

Sign in – delegates receive free membership to the CommunitySense Consultant Network of fellow professionals – identify opportunities for joint working whilst expanding your professional network of contacts

Introduction

Getting it right from the start

- Deciding how to trade (sole trader, incorporation, partnership, charity)
- Secrets to keeping start-up costs down

Tea and coffee

Winning work

- Identifying opportunities (including using contacts)
- Building your client base — the 5 key steps
- Exercise: develop winning tenders using a proven template

Break for lunch

Marketing

- How to market professionally
- Being competitive

Staying profitable

- Controlling your costs

Plenary and post course support

