

Title:

Explode Your Consulting Income

Word Count:

340

Summary:

Here are just a few ways to increase and diversify your income from your consulting business.

1. Sell More Services to Your Existing Clients

Instead of spending all that time and money trying to get new business, why not try to sell more

If you are an accounting and tax consulting firm, for example, you likely have clients who need

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Article Body:

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If you are an accounting and tax consulting firm, for example, you likely have clients who need

Monthly services, in addition to annually billed fees, will help you smooth out your cashflow

2. Mass Market Your Advice by Productizing Your Services

Could you produce a folio, special report, newsletter, e-book, book, audio cassette, video, or

Sell such products through direct mail, mail order, exporting, and Internet marketing (your own

As well as the passive, residual income that information products can produce for you, they all

3. Perform Group Consulting

Seminars, workshops, and teleclasses enable you to help many participants in a cost-effective

4. Consider Additional Markets

Could you sell your consulting services to federal, state, provincial, or municipal government

If you consult with local clients, could you extend your reach nationally or internationally by

These few ideas are a starting point for you to brainstorm all the possibilities for exploding

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