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Learnings from an Entrepreneur: How to Start a Consulting Practice

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There are important basic learnings I have experienced in starting my own consulting practice over 7 years ago. These learnings will help you maximize your value, reduce competition and build your reputation and business income. I believe these can apply to many fields but certainly for the Life Sciences. A few of the basic I will cover are

1. Why do you want to start a consulting practice
2. Qualifications/Specialty/Experience vs the Competition
3. What is your target market vs the Competition
4. Contracts/ constructing and costing for your target market
5. Networking/Involvement in Professional Organizations