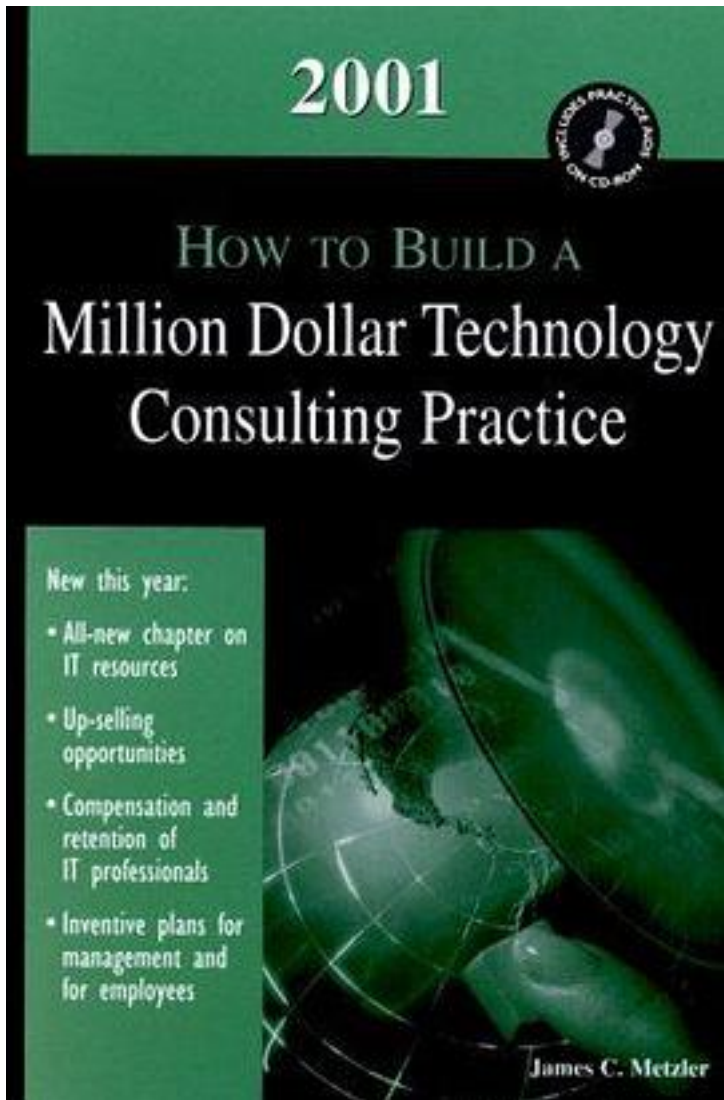# 2001 How to Build a Million Dollar Technology Consulting Practice

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著者:James C. Metzler

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The primary objective of How to Build a Million Dollar Technology Consulting Practice is to show CPA firms how to plan, develop, and mature an IT practice niche. The methods and strategies outlined in this book are designed to help any firm be tremendously successful in IT consulting--whether the firm is starting from scratch or simply needs a jump-start. The chapters are in the order to create a strategic business plan. This edition also contains expanded sections on the business planning process and how to develop the annual operating business plan as well as the long-range strategic business plan. The book includes real-world experiences with specific stories from the author’s IT practice so you can learn from their failures and successes. Strategies and discussion points, at the end of each chapter, guide readers through their meetings with partners and shareholders. Finally, the practice aids located at the end of each chapter and on the free, companion CD-ROM, provide a means for building a business plan and fast-tracking your IT practice.

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