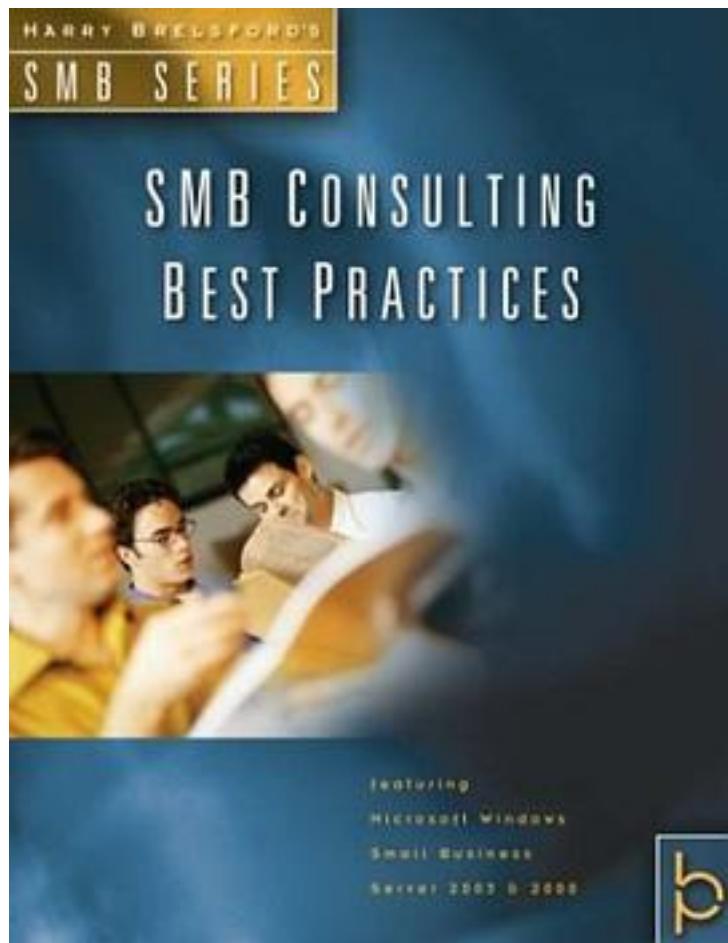


# SMB Consulting Best Practices (Smb Series)



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著者:Harry Brelsford

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This book serves the small and medium business (SMB) technology consultant seeking to make a great living as a professional service provider. Focused more on the "business" side than the "bits" side, it's all about: \* Not only surviving but thriving as an

SMB consultant by cultivating a superior portfolio of top flight customers with appropriate, effective and efficient business development approaches.

\* Keeping your customers happy by applying the consulting practice management skills presented between the covers.

\* Finding your calling in SMB consulting life by discovering niches such as Windows Small Business Server 2003 (SBS 2003) that allow you to master a technical area and consistently deliver assured outcomes. Some will find this book, built on the well established construct of the finder, minder, grinder professional services delivery model, could aptly be titled "How to Make Money as an SMB Consultant." Others will view this book as a transition tome between SBS 2000 and SBS 2003 due to the timeframe that it was penned (this book uses both examples as . Others will view it as the first SBS 2003 book to market! And finally, many will consider this book their ready guide to taking their SMB consulting practice to the next levels of profitability and service delivery. Bottom line: This is your "pocket MBA" course on how to launch yourself as an SMB consultant using Microsoft's SBS solution -or- if you're an experienced consultant, this book will help you sharpen your SMB consulting operations. It's safe to say its purchase price will be returned many times over and reflect an positive return on investment! You may contact the author (an experienced SMB consultant, SBS guru and writer) directly at [sbs@nethealthmon.com](mailto:sbs@nethealthmon.com) if you have any questions about this book you would like answered before you make your purchase. You will receive a reply within one business day.

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