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--Charles Green, author of #1 bestseller The Trusted Advisor "David A. Field's Irresistible Consultant's Guide to Winning Clients redefines the laws and rules of attraction. He creates

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The Irresistible Consultant's Guide To Winning Clients is the product



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of Fields' consulting philosophies that help clients create value and produce success. David A. Fields is Managing Director of Ascendant Consortium, a group of elite, independent business consultants whose clients span the Fortune 500.

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It's The Irresistible Consultant's Guide to Winning Clients. And, you know, many of you know I started my life as an attorney, which is basically a consultant, although we have the legal license, so it's a little bit different. But we're really giving consulting type advice on very specific, technical legal issues.

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~~The Irresistible Consultant's  
Guide to Winning Clients By ...~~

The Irresistible Consultant's Guide to Winning Clients doesn't only cover the staples of consulting: networking, acquiring leads, and writing proposals — it covers ALL them. He covers every aspect of building a successful consulting practice in a systematic, step-by-step way. To do so, David outlines "The Six Steps", which are as follows:

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Guide at higher fees. From nuts-  
and-bolts business advice and  
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breakdown of the human side of a  
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comprehensive guidebook that is  
at once highly approachable and  
satisfyingly detailed.

~~Book~~ — David A. Fields  
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Consultant's Guide to Winning 6 Clients. Though it's a potentially lucrative enterprise, the reality of independent consulting seldom matches the dream. Most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines. The problem, according to international consulting expert David A. Fields, is twofold: 1) lack of a consistent, proven plan, and 2) fundamental ...

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