

COACHING PROFESSORS.COM, Inc.

An Introduction To The “How to Become Consultants” Programs

In these harsh economic times the future is more uncertain than ever. Job security has become job insecurity and many live with the daily anxiety of losing their jobs. In response to this the CEO and founder of Coaching Professors has decided to share with those who choose to become consultants the tools that have made him a successful consultant since 1981 and economically independent of any employer.

The fully integrated ‘How to Become a Consultant’ CORE Program and Extended ‘How to Become Consultants’ Program offer participants a true opportunity to develop one’s own Consulting Business. The “How to Become Consultants” programs provide an easy to understand and easy to follow, step-by-step guide to learn how to become an organized and well prepared consultant in a chosen field of consultancy – the programs provide all that is needed to plan, start and develop a consulting business. Some of the Program Materials and Handouts include:

- a - How To Set-Up Your Business, Skill Inventory Exercise, How To Prepare Handout Materials For Your New Company, Benefit List For Clients, Why Your Company Should Be Selected By New Clients, Developing The Image You Want To Project As It Relates To Your New Company Stationary/Business Cards/Web Site, Researching And Reserving Your Company Name And Website, Handouts For Clients, Sample Of Letters Of Agreements For Clients, What Can You Charge And How To Get Paid,*
- b - How To Target, Locate And Reach Potential Prospects - The Outreach Marketing Section,*
- c - How To Make Presentations, Prepare Proposals, Handle Objections And Close The Sale - The Acquiring Clients Section,*
- d - How To Keep Clients And Obtain Referrals - The Maintenance And Business Expansion Section,*
- e - Handling Ineffective Behaviors, Cause And Effect, Integrity, Keeping Your Word And Promises, Telling The Truth, The Comfort Zone, Defeating The Dragons Of Fear –The Mind Dynamics Section.*

Three categories of “How to Become Consultants” programs are offered – 1- for business type services (e.g., strategic development, marketing, sales, research, cost reductions, manufacturing, accounting, finance, advertising, trend forecasts, merchandising, educational, architectural, promotions, graphic design, and insurance); 2 - for educators (e.g., teachers and instructors in elementary school, high school and college), and 3 - for professional type services (e.g., dating, plumbing, construction, furniture, carpets, electrical, meeting planners, clothing, and cosmetics).

Facilitators and coaches for the “How to Become Consultants” programs have been on-ground and online instructors for at least 20 years and successful consultants in their fields of expertise for an equivalent number of years. The founder and designer of the “How to Become Consultants” Programs, ‘Prof.’ Roberto Ancis has been a successful business consultant since 1981 and a university instructor for over 34 years.

The CORE Program utilizes three delivery modalities: a - On-ground weekend seminars (half and full day); b – Online interactive Town-hall style ‘live’ web video sessions; and c - online proprietary TT (Threaded Text) communication. The Core Program Extended Option has two delivery modalities: Package B and Package C. While the delivery modalities are different the program contents of each ‘CORE’ category is the same regardless of delivery modality.