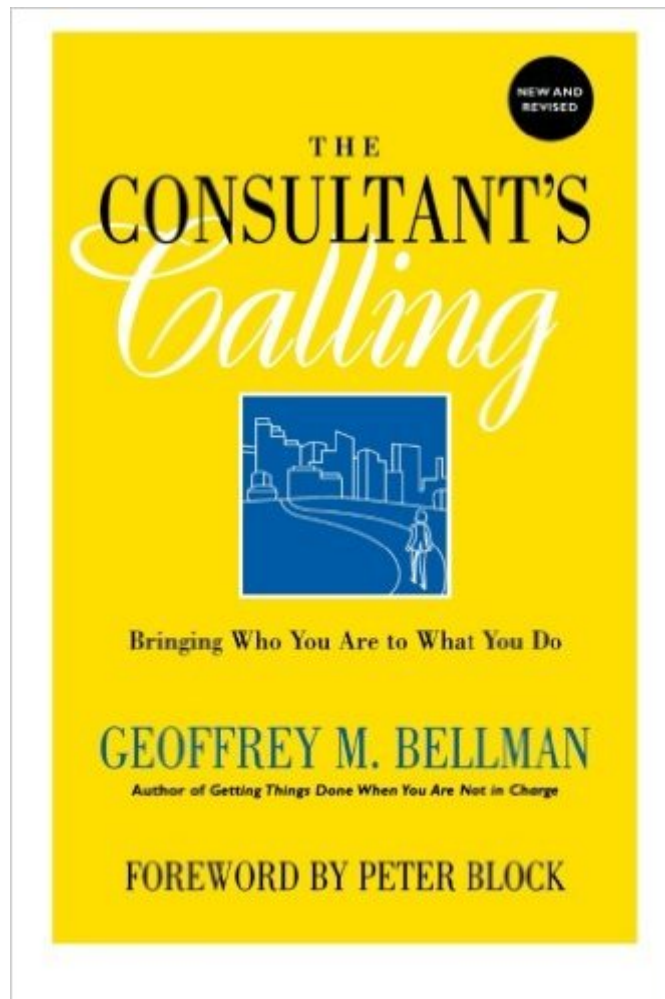


The book was found

The Consultant's Calling: Bringing Who You Are To What You Do, New And Revised



Synopsis

A classic revised and updated for the twenty-first-century consultant Revised and updated for consulting in the twenty-first century, this new edition is for anyone who wants to know what consulting is really like as a career, as a living, and as a life. Geoffrey Bellman reveals how to make the job rewarding both financially and personally as he examines the practical issues of managing time, clients, and money as well as such broader concerns as how to balance work with family life. At once practical and personal, this book is for all types of consultants, all those who work with consultants, and all those who dream of being consultants. Geoffrey M. Bellman (Seattle, WA) has consulted to organizations of all sizes, from the inside and outside, including numerous Fortune 500 companies. He is the author of several well-received books, including *Getting Things Done When You're Not in Charge* the bestselling book that has sold more than 80,000 copies.

Book Information

Paperback: 238 pages

Publisher: Jossey-Bass; Revised edition (October 15, 2001)

Language: English

ISBN-10: 0787958476

ISBN-13: 978-0787958473

Product Dimensions: 6.1 x 0.8 x 9 inches

Shipping Weight: 1.1 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (19 customer reviews)

Best Sellers Rank: #412,720 in Books (See Top 100 in Books) #232 in [Books > Business & Money > Small Business & Entrepreneurship > Consulting](#) #1465 in [Books > Business & Money > Human Resources > Human Resources & Personnel Management](#) #3112 in [Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship](#)

Customer Reviews

If you "help others with what they need and want," you will treasure this book and re-read it every year for a "tune-up." How do you create integrity in your work, bring honor to the profession, and gain your client's trust and gratitude? The author believes our best service to clients is accomplished through consciousness of self, and he calls on those of us with "radical hearts and pin-striped suits" to lead clients by our example to have the courage to implement our recommendations and thereby fulfill their organization's needs and our own. He says we must make our "values and viewpoints" evident to clients so they know they're buying a human being's integrity

and expertise, and he walks his talk on every page. Most valuable to me is his clear insight into the mind and heart of the client, the person across the table who's hiring me. I have 10 years of consulting experience and am now building a practice in a new area, and this book gave me (1) practical advice on getting clients and making money, updated for today's marketplace and client expectations; (2) an inspiring reminder of how valuable I am to my clients and (3) a role model for creating a life for myself with contribution, friendship, and integrity at its center. Read this book if you are a coaching professional, management consultant, dentist, attorney, financial advisor, personal trainer, or any other client-focused service professional.

"All my life, as a girl, as a professional consultant and now as a retired elder I have shaped myself to be able to answer the internal question: 'Am I truly making a difference in the world? Am I truly living my beliefs through the contributions?' And one day, some years ago I found Geoff Bellman and *The Consultant's Calling*. I wanted to shout out loud in my room, " Yes, that's it! That's what it's all about!" It affirmed for me everything I believed... and we need affirmation with regularity, because it's often lonely out there. This book has been an inspiration for me and the most important part of reading it over and over is that it affirms what's best in me and my work. It was relevant and spoke to me then as it does now. Reacquaint yourself with the new edition of *Consultant's Calling*. It's a gem."

I discovered this book back in 1995 while vacationing in the SF Bay area and trying to make up my mind whether I should become self employed as a consultant and business coach. Of the whole box of "how to" books which I lugged home, and of the countless pieces of advice offered by friends this is the one I took seriously. This author gave me a taste of what it takes to be a consultant, before I took the plunge. Good work. It goes to the bottom of things. On rainy days, I keep going back to it.

Best book on consulting I've read; it helps frame whatone can bring *as a person* to a consulting career. Completely different context then the usual "make \$200k a year as a consultant from your own home" books. I'm buying a copy for me, and one for a friend who is just entering the field.

If you ever thought you wanted to be a consultant, this is a **MUST READ**. It gives you personal insights from a life filled with experiences and helps you understand what it is you're getting into before you make the move.

Consultant's Calling is not the most well written book, but the concept of "being called" to the consulting profession is new treatment to this age-old profession. Regardless of the craft problems, the book is well worth reading for any practicing consultant or anyone considering consulting as a profession. The book more than adequately covers why you should/should not become a consultant, and once you are there, why you should/ should not continue to be a consultant. This is not a how-to book, it is a why-book. In the broadest sense of the term, it may even be labeled spiritual.

Provides marvelous insight into how to manage your career as an independent consultant--how to know if the profession is right for you, how to manage your time, choose your clients, price your work. A MUST for everyone who is, or who is considering becoming, an independent consultant.

For any one who is in or wants to enter the consulting business. Exemplifies many of the unknown elements of business. You can't just read it once, it has to be re-read and re-read. Insightful, thought provoking and inspiring. Of special note is the chapter on the "Dark side of consulting". Blew me away, especially when the concept finally clicked.

[Download to continue reading...](#)

Cold Calling: for beginners - Cold Calling Techniques that work - Cold Calling Tips (Cold Calling Techniques that work for beginners - Cold calling sales Book 1) The Consultant's Calling: Bringing Who You Are to What You Do, New and Revised THE COLD CALLING SECRET: Discover the NEW ground-breaking cold calling techniques that get results! Readable on Kindle, PC, Mac or iPad Bringing German to Life: Creative activities for 5-11 (Bringing Languages to Life) Smart Calling: Eliminate the Fear, Failure, and Rejection from Cold Calling AUTHENTIC COLD CALLING: The Path to Fearless, Effective Cold Calling HSA Owner's Manual - Second Edition: What Every Account Holder, Employer, and Benefits Consultant Needs to Know about Health Savings Accounts---and How to Use Them Strategically The Consultant's Toolkit: High-Impact Questionnaires, Activities and How-to Guides for Diagnosing and Solving Client Problems Flaming Creature: The Life and Time of Jack Smith, Artist, Performer, Exotic Consultant SEO Expert Strategies: SEO Consultant Spills His Secrets - Discover How To Rank Higher, Outsource To The Right SEO Service Provider And Take Advantage Of Free Search Engine Traffic SEO Expert Strategies: SEO Consultant Spills His Secrets The Consultant's Big Book of Organization Development Tools : 50 Reproducible Intervention Tools to Help Solve Your Clients' Problems Handbook of Management Consulting: The Contemporary Consultant, Insights from World Experts

The Contemporary Consultant Casebook: Educating Today's Consultants Windows Server 2012
Pocket Consultant You Can't Make Me (But I Can Be Persuaded), Revised and Updated Edition:
Strategies for Bringing Out the Best in Your Strong-Willed Child The New American Bible (With the
Revised Book of Psalms and the Revised New Testament) New Zealand: New Zealand Travel
Guide: 101 Coolest Things to Do in New Zealand (New Zealand Travel Guide, Backpacking New
Zealand, Budget Travel New ... Wellington, Queenstown, Christchurch) Renovating Old Houses:
Bringing New Life to Vintage Homes (For Pros By Pros) Bringing In the New Year (Read to a Child!)

[Dmca](#)