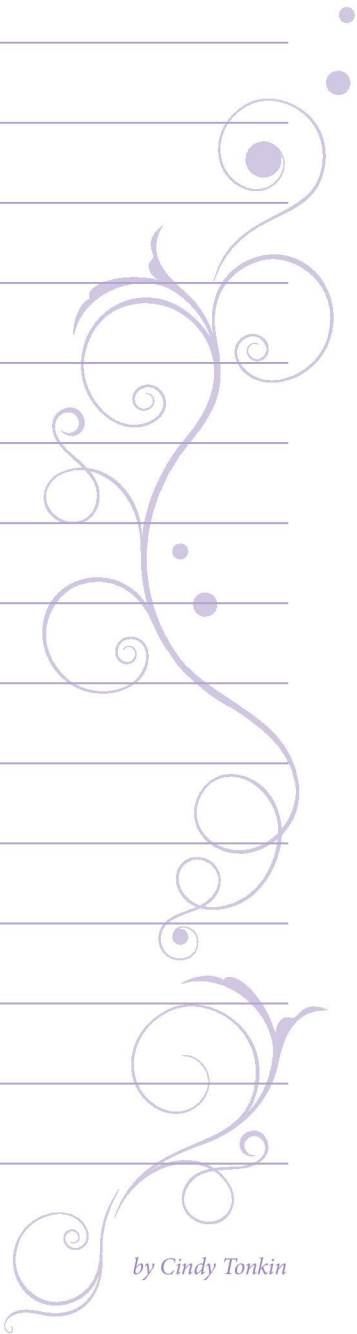


I WANT TO BE A CONSULTANT

Book 1
in Cindy Tonkin's Consultants' Guides

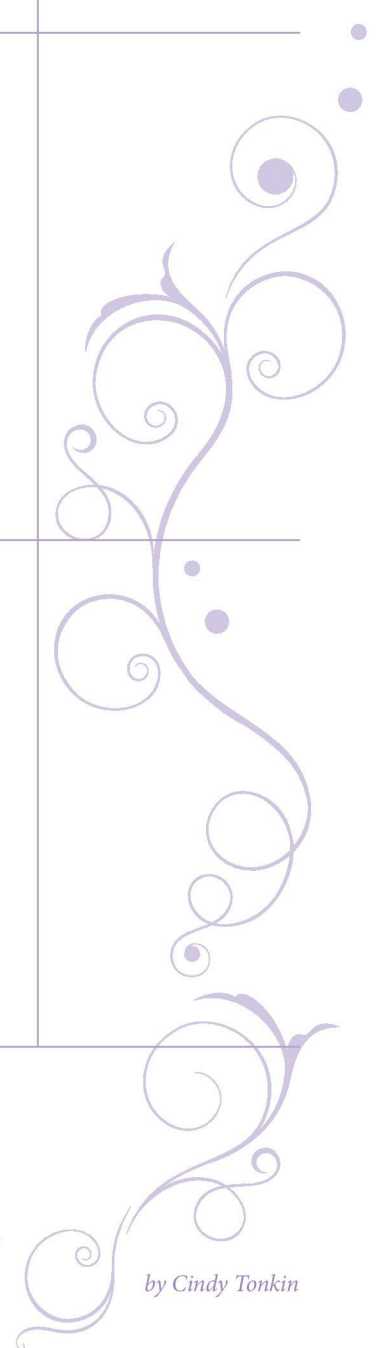
PERSONAL BUSINESS PLAN GRID

<i>What I want</i>	<i>How critical it is (LMH)</i>	<i>How soon I want it (0 - 5 years)</i>	<i>My Highly Personal Performance Indicator</i>



PERSONAL BUSINESS PLAN GRID

	<i>1 year</i>	<i>2 years</i>	<i>3 years</i>	<i>4 years</i>	<i>5 years</i>
<i>High</i>					
<i>Medium</i>					
<i>Low</i>					



TAKE THE NEXT STEPS!

What next?

Go sniff around Cindy's blog.consultantsconsultant.com.au

[Sign up](#) for Cindy's occasional newsletter on all things consulting

Buy another book: this is one in a series!

Consultants' Guides Series: Setting up your consultancy Profitably and Painlessly the books in the series are:

- 1: *I want to be a Consultant*
- 2: *Set up your Consultancy Office*
- 3: *It's Official: Setting up your Australian Consultancy Practice Properly*
- 4: *How Much to Charge for Consulting*
- 5: *Market your Consultancy Without Cold Calling*
- 6: *Keep Your Consultancy Business Running Smoothly*
- 7: *Stay Cheerful: 89 things to do between Consulting Assignments*
- 8: *Consultants' Companion: Improving Your Consulting Business 30 Minutes a Week*
- 9: *Eight More Ways to Promote Your Consulting Business*
- 10: *Making Your Consultancy a Business, Not a Job*
- 11: *Consulting Mastery: The Ability Myth – being good is not enough*

The Australian Consultant's Guide: setting up and running your consulting business profitably and painlessly originally published by Business+Professional Publishing is now out of print, replaced by the *Consultants' Guide Series* listed above.

Cindy has also written a number of other books:

For general business people

- *Office Politics: You don't have to play but you must know the rules to stay off the field!*
- *Presentation Mastery: Persuade, Inform and Inspire*
- *Persuading, Pitching and Engaging: Presentation Tips for Managers, Trainers and Salespeople: a Review of Recent Books*
- *The Quick and Easy Guide to Documenting What you Do*

For NLPers

- *NLP Skeleton Guide: all the practitioner patterns step-by-step*
- *NLP Skeleton Guide II: all the master practitioner patterns step-by-step*
- *NLPers Business Pack: What they don't teach you in prac*

FOR MORE INFORMATION



Cindy Tonkin, the Consultants' Consultant, helps data science consulting teams work smarter, faster and nicer.

If your team is hard to manage, your stakeholders are cranky and budgets are tight, then she can help. Talk to her cindytonkin.com/chat

Listen to Cindy's Smarter Data People podcast: Leaders in data science talking about how they work smarter, faster and nicer. Smarterdatapeople.com

Read one of Cindy's 18 books on consulting better: cindytonkin.com/books

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