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jumping into the field. I just read Alan Weiss' book Million Dollar Consulting Proposals. Wow.

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Wiley Release Date: October 14, 2011 Imprint: Wiley ISBN: 9781118150023 Language: English  
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### **Amazon.com: Million Dollar Consulting Proposals: How to ...**

Million Dollar Consulting Proposals. The book is authored by the great consulting guru, Alan Weiss, and while I can't say I'm a fan of his primary book, Million Dollar Consulting, this book is MUCH more useful and practical, in my opinion, and should be read by everyone in the world.

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## **Million Dollar Consulting - McGraw-Hill Education**

3. Of those 50, half should agree to consider a proposal. 4. Of those 25, half accept the proposal (although your "hit rate" should be about 80 percent). 5. Multiply 12 accepted proposals by your average fee (e.g., \$50,000), and you have your annual revenue (\$600,000). If your average fee is \$100,000, then you have a \$1.2 million year.

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