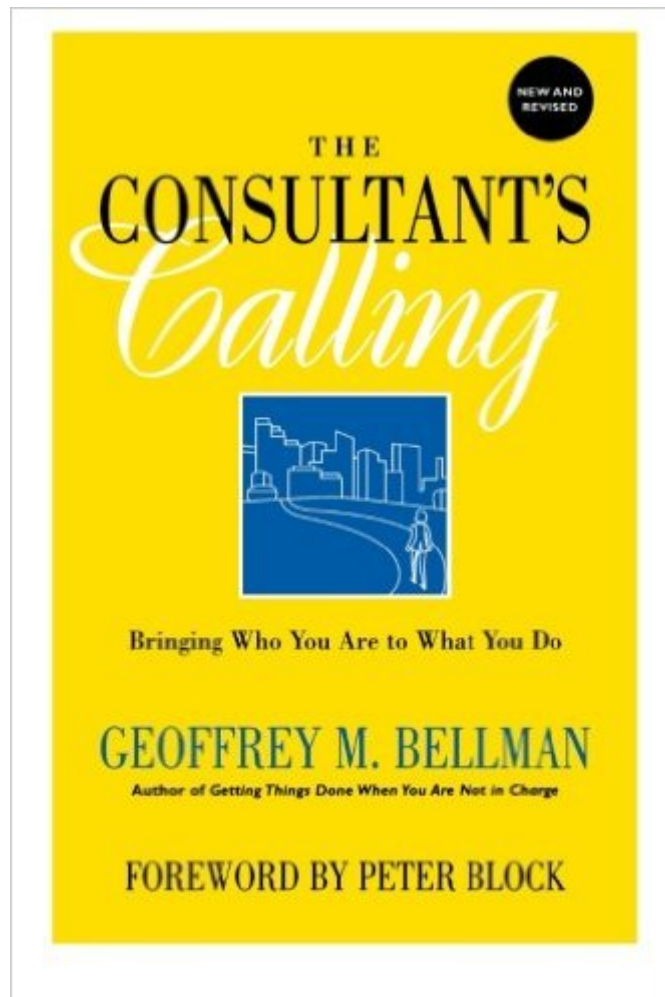


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# The Consultant's Calling: Bringing Who You Are To What You Do, New And Revised



## 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

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## 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.

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