



CONSULTING BUSINESS STARTUP GUIDE

Structuring a Professional Service Firm

Introduction

Consulting businesses require clear positioning, structured services, and professional operations.

Step 1: Define Your Niche

- Identify your expertise
- Define target clients
- Clarify service offerings

Step 2: Register Your Business

- Form LLC or Corporation
- Obtain EIN
- Set up business structure

Step 3: Develop Service Packages

- Define pricing models
- Create service tiers
- Establish clear deliverables

Step 4: Use Contracts & Agreements

- Protect your services
- Define expectations
- Reduce disputes

Step 5: Build Authority

- Create professional presence
- Share insights
- Develop credibility

Final Thoughts

Clear structure and positioning drive long-term consulting success.

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