



HOW TO START YOUR CONSULTING BUSINESS

Over the years, the Alliance of IEEE Consultants' Networks Coordinating Committee (AICNCC) has provided numerous resources to members looking to becoming independent consultants. The AICNCC's [very first newsletter](#) contained four articles, written by four different independent consultants, outlining their recommendations for members wanting to start a consultant practice.

In addition, we've held [numerous webinars](#) on how new consultants can get started. Some of those include *The Life of a Consultant, So You Want to Be a Consultant*, *Consulting 101* and *Functioning as a Professional Consultant*. In addition, we'll be holding future *Ask the*

Expert webinars — so new consultants can ask our expert questions on best practices for running their businesses.

Still, it is always good to share resources others have provided to help new consultants. We Work published [Eight Questions to Ask before Starting a Consulting Business](#) — a great supplement to all the resources AICNCC has already provided to consultants wanting to start their practices.

Also, don't forget to check out IEEE-USA's eBook, [Consulting for Geeks](#), another great resource for members looking to start consulting practices. ■

IEEE-USA CONSULTANTS FEE SURVEY REPORT - 2021 EDITION NOW AVAILABLE

All findings in this report represent only those IEEE members who identified themselves as self-employed consultants. For purposes of this survey, such participants are defined as the 595 individuals who indicated 50 percent, or more, of their consulting income came from working independently, with partners, or incorporated. The information provided is critical for consultants' success — such as a general profile of an IEEE consultant; top areas of consultant services; and most importantly, the median hourly rate consultants charge. This Report is one of a kind, and we believe each annual publication should be in the library of all IEEE independent consultants. Purchase the *IEEE-USA Consultants Fee Survey Report - 2021 Edition* today! Available now from the IEEE-USA Shop: <https://ieeusa.org/product/ieee-usa-consultants-fee-survey-report-2021-edition/>





RESPOND TO POTENTIAL NEW RISKS IN YOUR CONSULTING PRACTICE

As technology changes, so do the potential risks in business. Simply making a change about how you communicate with clients could create a new exposure, for example. Here are just a few, potential risks to consider:

Cyber breaches and malicious software. Cyber-attacks and malware incidents are at an all-time high. If you keep client data and project work online, and often use mobile technology, you're at an increased risk of having cyber thieves compromise your information.

Intellectual property issues. If you provide proprietary services that include copyrights, trademarks, trade secrets, or patents to your clients — you could be at risk of lawsuits that question who owns the work, and how it's used.

Drone mishaps. If you use drones to survey land, inspect sites, monitor projects from afar, or other business services — an accident or breach of privacy could occur — subjecting you to increased lawsuit risks.

Web services. Providing IT services in today's world can be a challenge, especially if networks and servers go down; or other malfunctions that could lead to disruptions regarding clients' work, or loss of revenue.

Negligence. Everyone can make a mistake. As diligent and detailed as you are, a design spec could be off; material may be flawed; documents could be misplaced; informal advice may be misunderstood; a team member could miss something during inspection; and so on, increasing business risks.

If a claim is filed for any of these or other situations — and even if it is unfounded — the cost to defend yourself, your business, and your work could be costly. On average, a contract dispute suit will cost business owners approximately \$91,000 (Source: countstatistics.org).

Risk management is a process that touches all stages of the project, as do the risk management benefits of the IEEE Members' Choice Professional Liability Program. The Program includes these risk management features to support your business, at no additional cost:

- Contract reviews
- Pre-claim assistance
- Live quarterly web-based seminars
- Toll-free claim hotline
- *And, coming soon, the IEEE Risk Management Hub, containing many new, educational resources*



RENEW YOUR SUBSCRIPTION TO THE IEEE-USA CONSULTANT FINDER

You still have time to renew your subscription for the IEEE-USA Consultant Finder. In the fall of 2018, IEEE-USA introduced the [IEEE-USA Consultant Finder](#), powered by IEEE Collabratec, to IEEE members. This redesigned service's key features include:

- Simple and advanced search features
- An assignment placement portal
- A full consultant profile for paid subscribers

In addition, the IEEE-USA Consultant Finder's visual design makes it easy to use. It also has web crawlers, so even more potential clients will be able to find this new website — and the individual consultant profiles. Lastly, the Finder has opened this service fully to international independent consultants (those outside of North America) to post their profiles and market their services. Since Collabratec powers this service, all 400,000 IEEE members have access to the Finder. Moreover, clients, project managers and HR professionals can search for consultants to hire — for free!

All IEEE members considering, or jumping into, the world of the gig economy should check out the IEEE-USA Consultant Finder for marketing their services. The IEEE membership renewal period is the best and easiest time to get started. When you renew your IEEE membership, just add the [IEEE Consultants Network Membership Premium](#) to your cart. This step allows your IEEE Collabratec profile to be listed in the [IEEE-USA Consultant Finder](#).

The visual upgrade makes the Finder easier to use; and it will attract even more clients, project managers and HR professionals to search for a consultant; or post a consulting, or contract assignment. IEEE-USA is also actively trying to promote this service to professionals through Google ad words, as well as constantly updating Search Engine Optimization (SEO) tags.

We look forward to your continued support of this product with your renewed subscription. IEEE-USA knows this service will benefit all IEEE independent consultant members and their consultant practices.

Please note: Current Membership Premium subscribers — it is now a great time to review your consultant profile. Log in via IEEE Collabratec (or the IEEE Collabratec App) — and consider adding, or updating, your photo; reviewing your biography; and updating your desired salary, or hourly rate.

You can also review the IEEE-USA webinar, [All You Ever Wanted To Know about the New IEEE-USA Consultant Finder](#). This webinar outlines the new features of this service. Again, welcome to the IEEE-USA Consultant Finder. And thank you to those that have already subscribed to this great service. We hope you like the new look and upgrades. For IEEE members who have not yet subscribed, be sure to take a closer look — don't miss this great opportunity! ■