

Consulting Marketing & Sales Tips & Techniques

CBS-2005 – Consultants' Business Seminar
IEEE-CNSV – Consultants' Network of Silicon Valley
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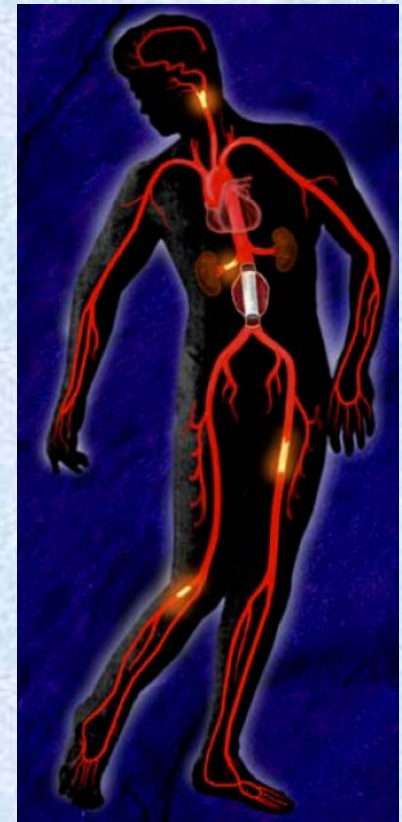
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The PEC Group
www.parnell-eng.com
360 Strategic Partners
www.360StrategicPartners.com

Introduction

Some Internet tools for
Marketing Consulting Services:

- LinkedIn.com
- LinkSV.com
- Your college Alumni directory
- Expert witness recruiters
- eWork (former ProSavvy,
www.eWork.com)



Other Ideas

- Groups of like-minded consultants – power & leverage from other marketing channels
 - 360 Strategic Partners
www.360StrategicPartners.com
 - Ops A La Carte
www.OpsALaCarte.com
- SBIR research grants
- Equity in startups
- Get Famous!! Network like *crazy!!!!*