

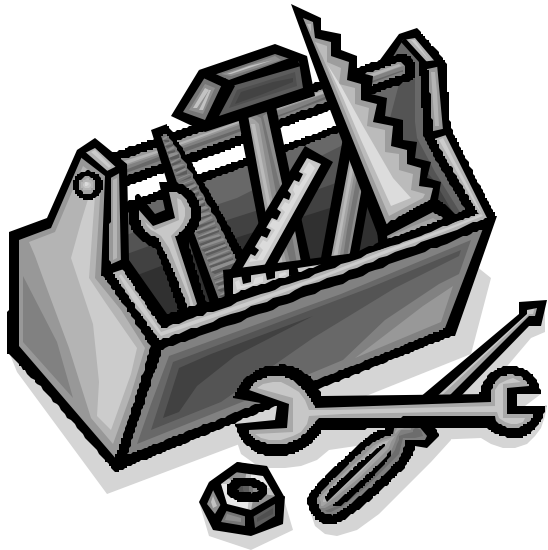
Still Have a Job?

Start Building Your PM Consultancy!

Carl Pritchard

carl@carlpritchard.com

Two Aspects to Consulting



Four Keys to Construction

- The sponge mentality
- Caring and sharing
- Face time



SPONGE



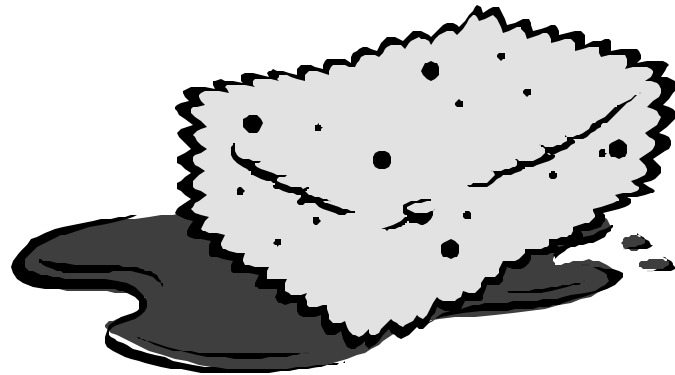
SPONGE BENEFITS

FOR YOU

- Networking
- Publicity
- Exposure
- Credentials

FOR YOUR BOSS

- Better understanding
- Broader capability
- Information sharing



Caring and Sharing



Face Time

- Customer Awards
- Make the Meetings
- Newsletters
- Open Door
- *Ask* for favors



ZEAL

- Passion
- Intensity
- FOCUS

WBS

Earned Value

Infrastructure

Selling it?

- Public Relations
- Diversity
- Enthusiasm
- Conformity
- Value



PR

- Your name (personal or corporate) is your best exposure...
- Can't write? Co-author!
 - Papers
 - Seminars
- Join!

Diversity

- Training
- Managing projects
- Scheduling in the tools (MS Project Planner, Primavera, Artemis...)
- Keynote speaking
- Ghost writing
- Expert witness
- Team facilitation
- Project reviews
- Tools development
- Article writing
- Project management sales
- PM tools sales
- PM training sales
- Project management case research
- Project office “coaching”
- Project office infrastructure development

Enthusiasm

*There is no
“I” in TEAM!*



*But there is
“ME” in there*

Conformity



Value

- Setting the Price...
 - Prep time?
 - Years experience?
 - Credentials?
 - Ongoing support?

\$25/hour?

\$3500/day

Your Best



Website?
Visibility?



Honest Empathy and Respect?

A commitment to deliver?

Start now...

And get building...

Thanks!

- And in the true spirit of consultancy...
- I remain at your disposal

Carl Pritchard

carl@carlpritchard.com

www.carlpritchard.com

+1.301.662.4189