



Consulting a Consultant: How to Choose One and Perhaps Become One

by
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**Welcome
&
Warm up!**



1. S-I-L-K

2. Water



You Might Be a Consultant If ...



- Instead of the daily specials, you ask the waiter about the restaurant's core competencies.
- You tell your children that their problems are actually "improvement opportunities."
- You ask your credit card companies to refer to you as "highly leveraged" as opposed to "in debt."
- You can spell "paradigm" and you actually know what a paradigm is.

Legal Consultants

Project-based lawyers specialized in high-demand areas of expertise (litigation, healthcare, compliance, eDiscovery, data privacy)

Often required during peak workload periods and for specialized expertise that companies lack internally (strategic planning, research and analysis, and employee training)

Often engaged by small and medium-size businesses who don't have the budget to maintain full-time counsel in-house (employee misconduct, unlawful termination and compliance infractions)

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