

Becoming An Independent Security Consultant A Practical Guide To Starting And Running A Successful Security Consulting Practice English Edition By Michael Silva

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The demand for security consulting services is at an all-time high. Organizations of all types face unprecedented challenges in dealing with workplace violence, internal and external theft, robbery and crimes of all varieties. These organizations need help in dealing with these challenges, and are reaching out to independent security consultants to assist them. Operating an independent security consulting practice can be a profitable and rewarding business for those with the right skills. Many people retiring from law enforcement, military, or security careers would like to enter the security consulting profession, but don't know how. These people have extensive skills in security and loss prevention, but don't know how to translate these skills into a successful security consulting practice. While they have some idea about the type of services that they would like to provide, they have no idea of how to go about selling

these services, what to charge for them, or how to run a profitable security consulting business. It is for these people that this book was written. Within this book, Michael A.

Silva, an independent security consultant with over thirty years of experience, provides practical “how-to” advice on how to start and run a successful security consulting practice. Pulling no punches, Michael tells what it takes to be a successful security consultant, and explains why so many new security consultants fail within the

first eighteen months. Chapters in this book include: Chapter 1 - What is an Independent Security Consultant? Chapter 2 - A Week in the Life of a Security Consultant Chapter 3 - The Skills needed to be Successful Chapter 4 - Planning Your Consulting Practice Chapter 5 - Determining What and How to Charge Chapter 6 - Selling Security Consulting Services Chapter 7 - Proposal Writing for the Security Consultant Chapter 8 - Selling to Government Agencies Chapter 9 - Selling to Architects and Engineers Chapter 10 - Security Consulting Services That Sell Chapter 11 - Creating a Business Plan Chapter 12 - Taking the Plunge Chapter 13 - Taking Your Practice to the Next Level Chapter 14 - Continuing Education Chapter 15 - Avoiding Pitfalls and Common Mistakes This book is crammed with practical tips based on the

actual day-to-day experiences of a working security consultant. Within this book, Michael tells you what works – and more importantly, what doesn’t work. This book is specifically written for the person starting a one-person security consulting practice, and answers questions such as:- What types of skills do I need to be successful?- What types of licenses and certifications do I need?- What should I name my business?- Do

I need a website?- What types of insurance do I need?- Should I rent an office, or work out of my home?- How much should I charge?- How do I sell my services and get consulting jobs?- How do I write a proposal?- What consulting services should I offer?- How much money do I need to get started?- What steps should I take before I quit my present job?- Can I start my consulting practice part-time while I’m still working?- How do I grow my practice and take it to the next level?- What are some common mistakes made by new consultants and how can I avoid them? About The

Author Michael A. Silva is an independent security consultant that has over forty years of security industry experience. Michael founded Silva Consultants, his independent security consulting and design firm, in 1985. In late 2001, Michael suspended the operations of Silva Consultants to accept a position with Kroll, the world’s largest security and risk consulting company. From 2001 to 2006, he managed Kroll’s security consulting and engineering practice in Seattle, and was responsible for projects throughout Washington, Oregon, California, and Nevada. In 2007, Michael resigned his position with Kroll and resumed the operations of Silva Consultants..

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career in consulting use the following process to set up a career as a small business consultant

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global security exchange 2019 conference directory

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from employee to consultant 3 things to quickbooks

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how to make the leap from the corporate world to

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what silva consultants does not do

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50 best online consulting business ideas for 2020

May 27th, 2020 - independent sales consultant some of the highest earning professionals in any industry are independent sales consultants working on a freelance basis for clients freelance sales consultants represent companies that sell products and services ranging from manufactured goods to home improvement services and just about everything in between

being an independent contractor part 1 taking the

May 23rd, 2020 - with few business sectors spared the impact of the recession and many employees facing layoffs the thought of being an independent contractor consultant or freelancer is an increasingly attractive option for many professionals but as an independent contractor you are now responsible for paying your own taxes social security unemployment taxes workers pension health insurance

the 7 fundamentals of it consultant success cio

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gchq certified cyber essentials consultancy training

May 21st, 2020 - the workshop style training tasks and tips to ensure the participant leaves with practical knowledge to implement cyber essentials into businesses from within any industry and of any size on pletion of the training course candidates will have the opportunity to sit an examination supplied by an independent accreditation and certification body apmg international

being an independent contractor the why and how

May 31st, 2020 - if you are working for yourself and if you aren t an owner or employee of a corporation you are an independent contractor in other words you are considered self employed if you are self employed that means you aren t an employee for someone else you have your own business and you are filing your ine taxes as a business owner sole proprietor or another business type

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malicious deletion from an existing or ex member of staff can cause a pany to go into meltdown

the challenges and benefits of being an independent

May 23rd, 2020 - thinking about being an independent engineering consultant find out if you ve got what it takes from someone who s done it in 60 minutes learn if being an independent engineering consult might be a good fit for you learn what it takes to start develop and maintain an independent engineering consulting business

be the best consultant ever 6 things that will forbes

May 30th, 2020 - alex nuth is a management consultant at accenture entity and has worked across a number of industries and functional areas helping clients solve some of their largest and most important challenges

the security consultant

May 24th, 2020 - written by a court recognized security expert and consultant this blog contains practical and conceptual mentary related to security loss prevention the protection of assets and related legal issues the thoughts expressed by the primary writer are based on his personal knowledge and experience which includes more than 30 years as a security professional

the 10 weirdest job titles in the uk the independent

May 29th, 2020 - the 10 weirdest job titles in the uk with plain old chief information security officers now being an acoustics consultant has a good understanding and practical experience of

the definitive guide to iso 22301 book review

May 26th, 2020 - in this book dejan kosutic an author and experienced information security consultant is giving away his practical know how iso 27001 security controls no matter if you are new or experienced in the field this book give you everything you will ever need to learn more about security controls

how to develop independent learners tes

May 30th, 2020 - 5 how to develop independent learners section one changing mindsets 1 learning from failure one of the major obstacles preventing students from being more independent is a fear of failure to encourage a more independent approach we must help students to see failure as an opportunity to learn rather than something to be avoided at all

the practical effects of gdpr on security operations and

May 27th, 2020 - the european union s general data protection regulation goes into effect on may 25 2018 the regulation is primarily designed to protect the private data of eu citizens its ramifications will be felt far beyond the continent of europe however as eu citizen data is to be protected even if the entity collecting or processing it is based outside of europe

the 3 proven consulting business models 2020

May 30th, 2020 - 3 proven consulting business models there are 3 tried and true consulting business models 1 firm model think of the typical large consulting firm these firms employ many consultants associates junior and senior people

4 cybersecurity career paths and the training to get you

May 31st, 2020 - the position might also be referred to as an information security consultant puter security consultant database security consultant or network security consultant security consultants need to be flexible and savvy they deal with a wide range of variables when assessing security systems across diverse panies and industries

is independent hr consulting right for you monster

May 21st, 2020 - speaking as an independent consultant myself making the move to independent consulting was the single best career decision of my life but it didn t happen smoothly and there have been many times when i ve felt the sting of self employment

how to be a consultant 10 steps to self employment

May 31st, 2020 - outstanding remendation i totally agree with the checklist that you have shared with anyone who is interested in being a consultant i have been playing with the idea of being a consultant for several years now and this article has given me the tools to began taking the necessary steps into making this live long dream into being a reality

ibm gold consultant program ibm

May 19th, 2020 - the gold consultant munity maintains close relationships with ibm product developers giving them a strong understanding of product function and strategic direction market knowledge having worked with many clients across all market sectors gold consultants have unique insights and knowledge that position

them to propose best of breed solutions

how to be a small business consultant 18 step checklist

May 30th, 2020 - a small business consultant gives advice teaches skills and brainstorms with the client to produce practical results and enhance strategic thinking a small business coach helps clients to create success by focusing on personal development time management self sabotaging behavior like procrastination and distraction finding clarity decision making and getting into action

8 things you must do before being an independent consultant

May 25th, 2020 - dave putt has been with mbo partners since 2000 and is responsible for leading the business development of the pany s core customer the self employed professional he also leads the business development of the client services team which offers independent contractor engagement programs to panies wishing to quickly and easily engage their independent contractors through mbo partners

the beginner s guide to being an hr consultant

May 31st, 2020 - fortunately for human resources hr professionals being an hr consultant is a clear path into a role that will allow you to do just that it could be the perfect new direction you ve been seeking for your career but before you quit your day job there s a lot to know about getting started in human resources consulting

bee a food industry consultant education and career

May 31st, 2020 - a food industry consultant is an independent advisor who gives professional assistance to clients working in some aspect of the food industry these clients might be restaurant owners school

being an independent security consultant a practical

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what is an independent security consultant

May 31st, 2020 - an independent security consultant is a professional who makes his or her living selling security advice like your accountant doctor or attorney the independent security consultant charges a fee for his or her services

consultant degrees amp careers how to bee a consultant

May 29th, 2020 - consultant career basics the work of a management consultant varies from one project to another some projects require an entire consulting team with each person having specialized knowledge in one area other projects are smaller and can be handled by an individual consultant

how to bee an iso 27001 iso 22301 consultant

May 23rd, 2020 - in this book dejan kosutic an author and experienced information security consultant is giving away his practical know how iso 27001 security controls no matter if you are new or experienced in the field this book give you everything you will ever need to learn more about security controls

minimum requirements for working as an independent contractor

May 30th, 2020 - many independent contractors ics start earning money without really planning on it before they know it their sideline projects have bee legitimate businesses which means that they have to fulfill some basic business start up requirements whenever you provide services and get paid you must ply with several government rules even if you work only a few hours per week

consultant

May 20th, 2020 - a consultant from latin consultare to deliberate is a professional who provides expert advice in a particular area such as business education law regulatory pliance human resources marketing and public relations finance health care engineering science security electronic or physical or any of many other specialized fields a consultant is usually an expert or an

news international association of professional security

May 24th, 2020 - iapsc member michael silva cpp has recently published a new book entitled being an independent security consultant a practical guide to starting and running a successful security consulting practice within this book michael a silva an independent security consultant with over thirty years of experience provides practical how to advice on how to start and run a successful

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