



How to Acquire Clients: Powerful Techniques for the Successful Practitioner

Alan Weiss

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Follow the expert advice in this book--the fourth in The Ultimate Consultant Series--and you won't fall victim to the success plateau that undermines many consultants. If you feel that your work has become easier, it may be that you're not climbing "up" but rather moving laterally. And, sooner or later, your plateau will begin to erode and you'll find yourself on a decline. In *How to Acquire Clients*, Alan Weiss, internationally recognized consultant and author of the best-selling *Million Dollar Consulting*, shows you how to continue to move "up the mountain."

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