



# MCSE Consulting Bible

*Harry M. Brelsford*

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## **MCSE Consulting Bible** Harry M. Brelsford

According to the 1999 Salary Survey conducted by MCP Magazine, the average MCSE has 6.8 years of experience. The average self-employed MCSE consultant with 6 - 9 years of experience earns \$85,000 - that's over \$8,000 more than the average salary +bonus and benefits package of other MCSEs. There is a demand for MCSEs who can offer a variety of technical expertise and services, and this book will show readers how to create a successful consulting business.

MCSE Consulting Bible walks readers through the issues to consider when making the decision to start their own consulting business and then offers key advice on each aspect of the business from deciding what services to offer, to marketing, to maintaining customer relationships.

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