

SHOULD I BE A CONSULTANT?

For over 30 years I have enjoyed the experience and many benefits of being a personal and organizational development consultant. I can honestly say that I have not had a single day in the past 10 year I didn't look forward to. For me, consulting is an ideal fit. For others it would be shear torture. Like any profession ... consulting is not for everyone.

If ... after you complete this inventory, you are still interested in attending the Consulting Institute, forward your completed inventory to me. I'll look it over and get back to you as soon as my schedule allows.

If ... after you complete this inventory you conclude that consulting is **not** what you want to pursue at this time I wish you well in whatever profession you decide to pursue.

Either way I hope this exercise will be a learning, growing, and stretching one for you.

After going through this exercise if you know of anyone who would make an outstanding consultant , please feel free to forward both the

“What to Look for in a Consultant”

and

“Should I be a Consultant?”

to them. Your introduction would be deeply appreciated.

Here to help you win!

Bobb Biehl

**SHOULD I BE
A CONSULTANT?**

Explanations for the words below are given in the paper called **“What to Look for in a Consultant”**.

No one is expected to have all of the strength areas. But, as you check these categories candidly it will be one of the steps you will find helpful in deciding if you are “cut out to be” a consultant.

ATTITUDE <i>As a Consultant You Should ...</i>	Strength Area	Growth Area	Comments / Questions
Be Humble			
Be Flexible			
Be Teachable			
Be a “Powerful Servant”			
Be a Mentor			

CHARACTER / VALUES <i>As a Consultant You Should ...</i>	Strength Area	Growth Area	Comments / Questions
Be a Believer			
Be a Person of Character			
Be Focused by a “Life Dream”			

EXPERIENCE <i>As a Consultant You Should Have ...</i>	Strength Area	Growth Area	Comments / Questions
A Visible Success			
A Broad Expertise			
An Extensive Networked			

PERSONALITY <i>As a Consultant You Should ...</i>	Strength Area	Growth Area	Comments / Questions
Be Credible			
Be Confident			
Be Relational			
Be Empathetic			

PROFILE <i>As a Consultant You Should ...</i>	Strength Area	Growth Area	Comments / Questions
Be A Designer / Developer, A Developer, or A Developer Stabilizer			<i>My Team Profile is</i> <hr/> <i>From the Team Profile – Available at Aylen Publishing – 1 800 443 1976 or www.Aylen.com</i>
<i>Be Primarily Driven by Significance or Admiration</i>			<i>I am primarily Driven by</i> <hr/> <i>From the book Why You Do What You Do – Available at Aylen Publishing – 1 800 443 1976 or www.Aylen.com</i>
<i>Be Wise</i>			
<i>Be Results Oriented</i>			
<i>Be Realistically Optimistic</i>			

POLICIES <i>As a Consultant You Should ...</i>	Strength Area	Growth Area	Comments / Questions
Always ... Do What Is Best for the Client			
Always ... Let the Client Make the Final Decisions			
Never ... Betray a Client's Confidence			

STRENGTHS <i>As a Consultant You Should Have the Ability ...</i>	Strength Area	Growth Area	Comments / Questions
To Ask Profound Questions ... <i>Wisely</i>			
To Work with Senior Executives ... <i>Confidently</i>			
To Work at a Process / Principle Level ... <i>Consistently</i>			
To Communicate ... <i>Effectively</i>			
To Focus on the Client for Hours at a Time ... <i>Comfortably</i>			
To Work Long Hours / Travel ... <i>Flexibly</i>			
To Use Profoundly Simple Tools ... <i>Appropriately</i>			

Thanks Friend,
Bobb
Biehl