



Starting Your Own Practice: The Independence Guide for Professional Service Providers

Robert Fragasso

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Praise for STARTING YOUR OWN PRACTICE

"This book will become your blueprint for success if you decide to go down the path of going into business for yourself."

--Dr. Bob Froehlich, Chairman Investor Strategy Committee, Scudder Investments

If you're tired of working for someone else and have contemplated striking out on your own, Starting Your Own Practice: The Independence Guide for Professional Service Providers can turn your dream of owning an independent business into a reality.

Written from the perspective of successful entrepreneur and investment advisor, Robert Fragasso, this book is designed to help professionals who provide skilled personal service--from investment advisors, brokers, consultants, attorneys, and accountants to computer programmers, healthcare professionals, and architects--make the right choices as they pursue their independent business endeavors.

Filled with in-depth insight and practical advice, Starting Your Own Practice lays out a complete blueprint to business independence that includes:Deciding whether self-employment is right for youHow to leave your current employerStructuring the marketing, management, staffing, and general operation of your businessConverting existing clients or customers to your new business as well as gaining new clients and customersThe best ways to finance your businessProtecting yourself and your business from liability and loss



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