YFJ consulting

FOR CONSULTANTS

Top Five Recommendations for Powerful Consultant-Client Relationships

"A consultant's impact is exponential in reach. We have the ability to understand and provide expert services and advice to ensure that the nonprofit sector continues its good work."
— Yolanda F. Johnson

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1 While you should be careful about the amount of time you spend on free consultations and proposals, also be efficient and use the time to truly learn what the prospective client's needs are, in order to help you craft an authentic and accurate proposal.

2 Make your proposal compelling, but do not outline every single detail. You can develop proposals with broader strokes as not to share too much information around your processes or any other information that should only be privy to an actual, engaged client.

3 Consider charging a deposit fee at contract signing. This is a sound business practice and will allow the client to feel more vested in the engagement. This also results in lower rates of broken or altered contracts.

4 Consider charging a late fee for payments not received on-time and include this in your contract. This is incentive to ensure timely payments and is in alignment with standard business practices across sectors.

5 Clearly and transparently explain your processes and timelines, so that the client fully understands how the engagement will unfold and what to expect when.

For more information contact Yolanda at info@yfj-consulting.com