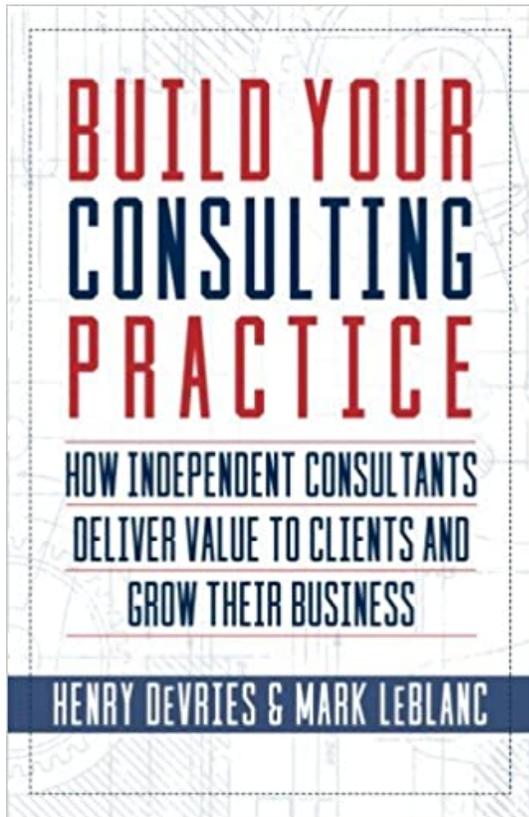


[Build Your Consulting Practice](#)

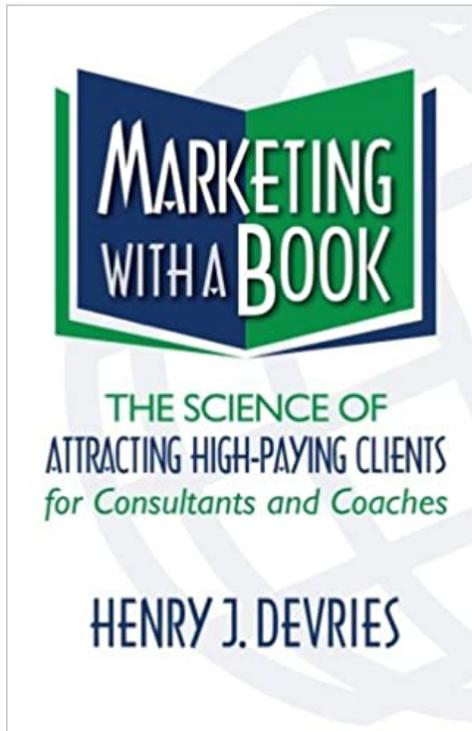


Build Your Consulting Practice: How Independent Consultants Deliver Value to Clients and Grow Their Business / Paperback – 2017

by [Henry DeVries](#) (Author), [Mark LeBlanc](#) (Author)

Based on research, the code has been cracked. There is a group of successful independent consultants who no longer struggle with the ups and downs of the revenue roller coaster. This book is a how-to guide that takes the mystery out of business development with pragmatic advice in three areas: money, focus, and marketing. Follow the nine best practices in this trio of activities and you will succeed

[Marketing With A Book](#)

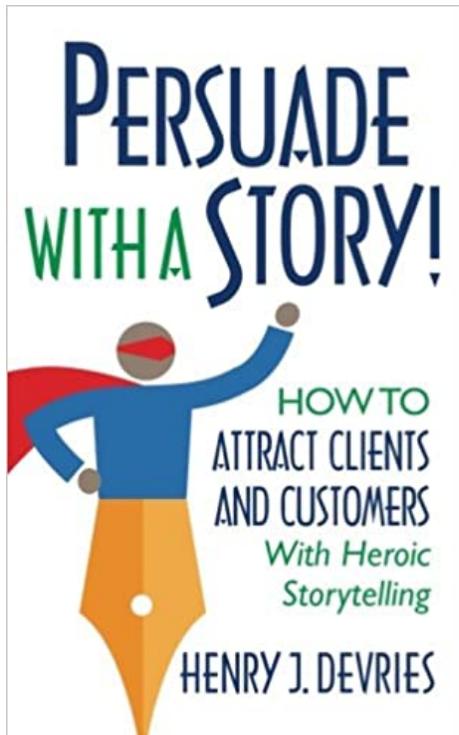


Marketing with a Book: The Science of Attracting High-Paying Clients for Consultants and Coaches / Paperback – 2015

by [Henry J DeVries](#) (Author)

In *Marketing With a Book* you will learn savvy storytelling strategies for your books and speeches to position yourself above your competition. Writing and publishing strategies are clearly outlined and provide a road map to success. If you are serious about what you want to achieve—and enjoy a spot of humor along the way—then this is the book for you.

Persuade With A Story!

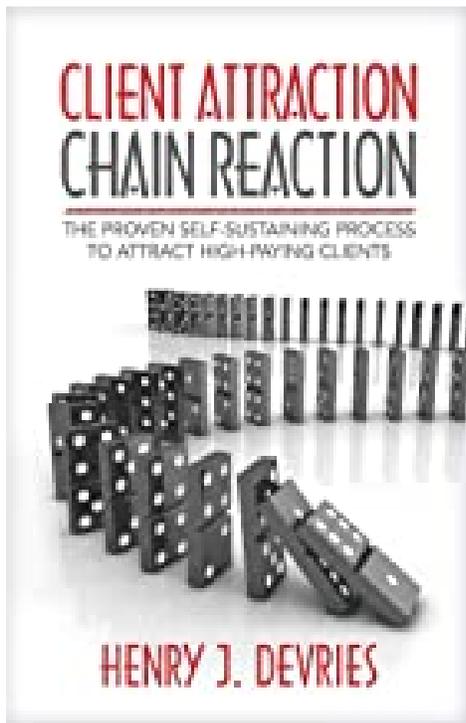


Persuade With a Story!: How to Attract Clients and Customers With Heroic Storytelling Paperback / July 18, 2016

by [Henry DeVries](#) (Author)

Storytelling helps consultants and coaches persuade on an emotional level. Maybe that is why companies like FedEx, Kimberly-Clark, and Microsoft are hiring storytelling experts to teach their executives to tell relatable stories. Nothing is as persuasive as storytelling with a purpose, and readers will learn the techniques of telling a great story employed by Hollywood, Madison Avenue and Wall Street.

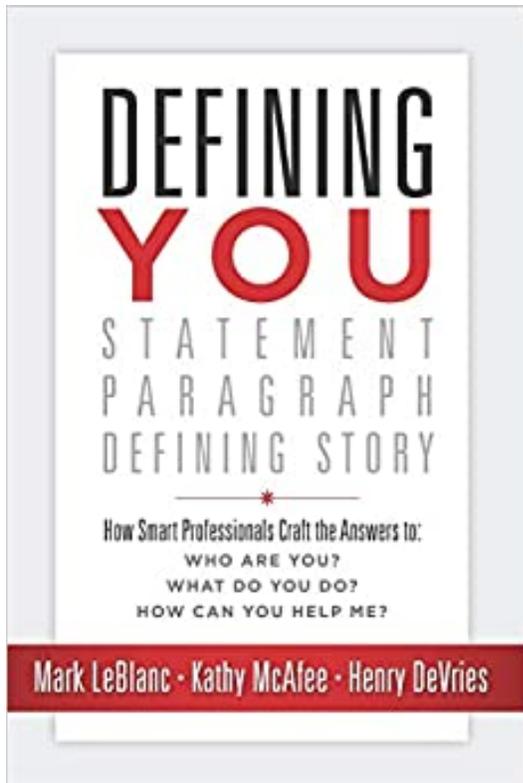
Client Attraction Chain Reaction



Client Attraction Chain Reaction: The Proven Self-Sustaining Process To Attract High-Paying Clients / Paperback – 2020

Back in science class everyone learned that a chain reaction is a sequence of reactions that causes additional reactions to take place. A metaphor for a chain reaction is a rolling snowball causing a larger snowball until finally an avalanche. Chemically, the equivalent is a spark causing a blazing forest fire. Consultants who want to attract high-paying clients are looking for the secret of creating a client attraction chain reaction. The typical hype that works for retail products and low-cost services is not only a waste of time and money for consultants, it actually makes them less attractive to prospective clients. Based on a 20-year, \$3 million client-attraction proprietary research study, this book elaborates on a proven process for business development with integrity and getting an up to 400 percent to 2000 percent return on your marketing investment.

Defining You



Defining You: How Smart Professionals Craft the Answers To: Who Are You? What Do You Do? How Can You Help Me? / Paperback – 2018

What do you do? The way you communicate who you are and what you do will ultimately help you overcome the greatest single obstacle in the marketplace: having prospects understand what you do to help them. While you are faced with many obstacles, the inability to communicate effectively will result in a ripple effect of chaos and confusion you may never get a handle on. In addition to your prospecting, it would be a great advantage for others to refer prospects to you. But if you are unable to communicate effectively about your great products or your valuable service, how do you expect others to communicate your message on your behalf? This book is a blueprint for personal positioning.