

## Ten Personal Development Strategies For Independent Consultants

By [Will Barnes](#)

**Consulting is by definition is giving advice or providing counsel.** In fact, being called a consultant or an advisor should be equally acceptable. The work itself is fundamentally identifying your clients' need, defining the problem(s) that need to be solved, getting the client's agreement on an approach for solving the problem, and working with the client to solve the problem.

Being a consultant, however, is a competitive occupation. And, those who fail to update their practice and evaluate, maintain, and grow their market position will not succeed. Moreover, the consultant has to be concerned about personal growth. In addition to maintaining good general health and keeping your life in balance, you as a consultant must work hard on your development and should therefore do the following ten things:

1. Read widely and diversely in professional journals and periodicals.
2. Take continuing education and advance degrees either by home study or by attending a college.
3. Be open to new ideas and varied points of view.
4. Learn from your mistakes and then dismiss them.
5. Look to learn from every encounter or event.
6. Join professional organizations, attend meetings, and contribute.
7. Challenge accepted beliefs.
8. Seek out interesting and informative people.
9. Continue to improve your communication skills.
10. End your day at a reasonable hour, relax, enjoy some good conversation, watch sports, do some light reading, meditate, or whatever you need to do to unwind.

And, most of all be kind to yourself, watch for signs of burnout, low energy, and negative thinking. Finally, don't forget to celebrate success, change, and small victories.

You owe it to your self to make sound financial decisions for your self and your family. If you work from home and are self-employed, the choices are yours and yours alone. Keep up to date with timely financial and personal development information by subscribing to the free newsletter. Visit <http://www.yourconsultantsite.com> and <http://www.youcontrol.blogspot.com>. Will Barnes is a financial and personal growth consultant based in Illinois.

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