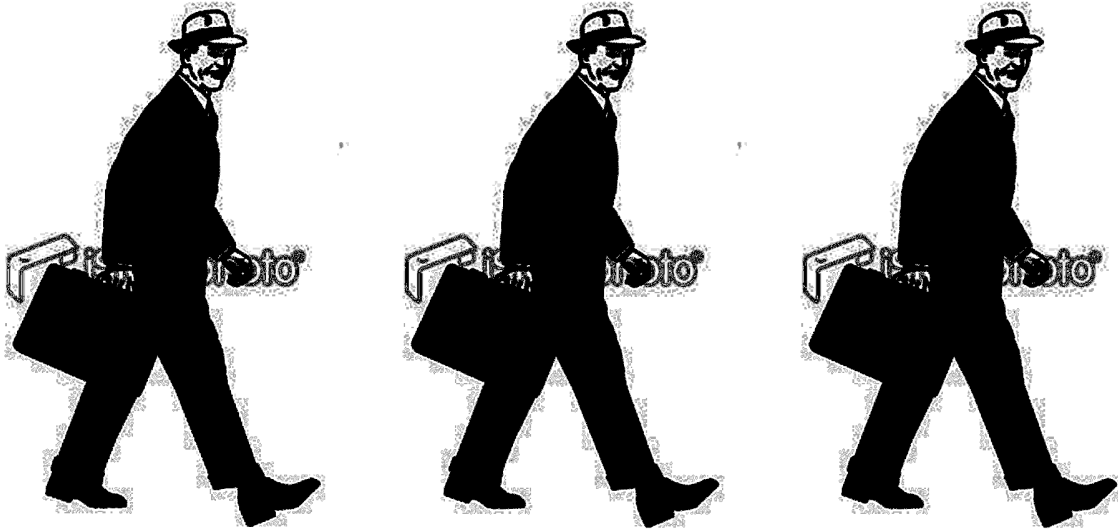


“It’s about ----- time someone wrote this story.”

- Blair Enns, CEO, Win Without Pitching

The Consultant’s Conundrum



A Story About
Selling Professional Services

Cal Harrison BA, MBA, CMC