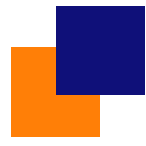






# TEN TIPS



## for establishinG An effective Consul tant relationship

1. Define the aims of the relationship & where you want to be at the end of the process
2. Look for at least three years of full-time experience
3. Find out if they have a training/learning philosophy & what it is
4. Ask about the best & worst project & what made it that way
5. Obtain at least three client confirmations of positive outcomes on projects



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6. Ask for written summaries of completed client assignments
  7. Have the consultant meet with employees to discuss needs & establish a rapport
  8. Reserve access to the consultant for follow-up consultation
  9. Ensure that the person you are meeting is the main contact
  10. Gauge the consultant's enthusiasm, commitment & empathy with your organizational values



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