




10 Questions to Ask Someone Looking to Go Out on Their Own

Based on LEAP's 5 Ways to Tell If Consulting is Right For You Webinar

- 1 Do you have marketable expertise?**
If you're going to be successful as a consultant, there has to be the market need for your services AND people willing to pay for those services.
 - 2 Are you a self-starter?**
Independents have to manage their business and their client work.
 - 3 Is owning your own business appealing to you?**
As an independent, you'll be responsible for all aspects of your business: financials, marketing, sales, and more!
 - 4 Do you thrive with variety?**
You'll find there is much variety within your day-to-day activities and within your client work as an independent. If you *hate* variety, you might reconsider going out on your own.
 - 5 How strong is your desire to shape your work life?**
It's helpful to have a strong 'why' going into building your consulting business. That *why* might be to take control of your career, to do more of the work you love and/or to build a better work life.
 - 6 Do you have verifiable credentials?**
You'll need to have degrees, certifications, portfolio pieces, or testimonials that can support the services you said you'd offer in Question #1.
 - 7 How strong is your professional network?**
As a consultant, your professional network will be one of your most important assets.
 - 8 Do you have a financial safety net?**
There is usually a gap in pay between starting your business and establishing regular income. A financial safety net allows you to comfortably bridge this gap.
 - 9 What is your comfort level in ambiguous situations?**
In consulting, there is not always a clear answer, and you will still need to be able to make decisions for your own business and your clients.
 - 10 How willing are you promote and sell your service?**
In order to do the client work you love *and* get paid, you will need to be able to market yourself and sell your services.
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