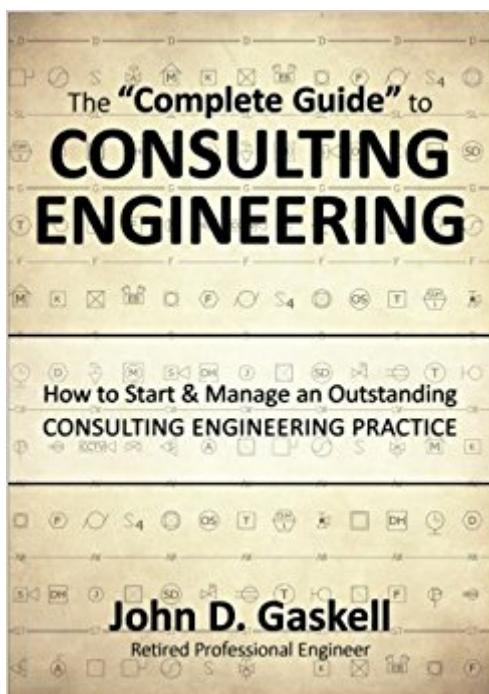


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# The "Complete Guide" To CONSULTING ENGINEERING: How To Start & Manage An Outstanding CONSULTING ENGINEERING PRACTICE



## Synopsis

In essence, readers discover "step-by-step" how to start & manage an "outstanding" Engineering Practice and exactly how to gain a reputation as an expert in their specialty. This is both a handbook for new engineers and a constant reference manual for seasoned professionals. The book is divided into "five parts": Preparation; Planning; Implementation; Managing; and Cashing Out. PREPARATION includes: Selecting a college. Make sure that it has the right accreditation to allow you take the Professional Engineering license exam. (ABET-EAC accredited) Take the FE exam. In your senior year at college, while the fundamentals of engineering are still fresh in your mind. Gain experience. A minimum of four (4) years of "certifiable" experience in engineering work. Join engineering societies. Become an officer; make contacts; gain credentials; and build a reputation in the industry. PLANNING includes: Recognize opportunities. Buying an existing practice; starting upon another engineer's retirement; becoming a partner in an existing firm; or hanging out your shingle. Consider ownership options. Carefully consider the pros & cons of being on your own verses having partners. Choose Specialties. Choosing between being a "single-discipline" or "multi-discipline" firm. Prepare a Business Plan. Learn how to write a "Business Plan" including how to estimate expenses & income for both start-up and your first year. Apply for a Business Loan. Discover the secrets to getting approved for a Business Loan. IMPLEMENTATION includes: Pre Start-up "Check List". Once you have made the GO decision, find out the initial steps to take & things to avoid. Start-up "Check List". Discover how to actually start your practice step-by-step. MANAGING includes: Acquiring service. Learn how to select the right Attorney & CPA and obtain the insurance coverage needed. Marketing. Discover the marketing materials & methods that will keep your firm busy. Expert. Learn the secret of gaining a reputation as an "expert" by publishing technical articles. Fees. Uncover the mysteries of preparing winning & profitable fee proposals including the graphs & lists that make it easy. Forensic Engineering. Find out how to make this interesting & profitable litigation specialty part of your engineering practice. CASHING OUT includes: Selling your firm. Learn how to sell your practice for the maximum profit and retire comfortably. ###

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## **Customer Reviews**

John D. Gaskell is a retired Consulting Engineer who wishes to share his 35 years of experience with both young engineers thinking of starting their own practice and those old hands who wish to improve their results. In essence, Jack's readers discover "step-by-step" how to start and manage an "outstanding" Engineering Practice and exactly how to gain a reputation as an expert in their specialty. He was President of Gaskell Associates Consulting Engineers; now a Division of Thielsch Engineering, Inc. Jack is a graduate of Wentworth Institute, with an Associate's degree in Electrical Engineering Technology, and the University of Rhode Island, with a Bachelor of Science degree in Electrical Engineering. Jack was a member of the following professional organizations: Rhode Island Society of Professional Engineers, Providence Engineering Society, Electrical League of Rhode Island, Illuminating Engineering Society of North America, National Electromagnetic Field Testing Association and the National Academy of Forensic Engineers. He is a past President of the Rhode Island Society of Professional Engineers and past President of the Rhode Island Chapter of the Illuminating Engineering Society, past Director of the Electrical League of Rhode Island and past Chairman of the Electrical Code Sub-Committee of the Rhode Island Building Code Standards Committee. Jack was honored by being selected "Engineer of the Year" by the Rhode Island Society of Professional Engineers; "Man of the Year" by the Electrical League of Rhode Island; and "Freeman Award" recipient by the Providence Engineering Society for the purpose of recognizing major achievements in engineering. He spends winters at his home in North Palm Beach, FL, enjoying the warm weather and loosing at the game of pool. Summers are spent at his home in

Warwick, RI enjoying his children, grandchildren and many great friends. Jack also has three other books under way. Look for them!

This book is great. It covers everything about consulting engineering from becoming an engineer to eventually selling your practice. My favorite chapters are Fee Proposals, Forensic Engineering, and Cashing Out. The amazing, first-time-ever-published, "Fee Calculation Graphs" will help you to quote a winning fee proposal; and the method of estimating "Hours Required", will help you to avoid winning a loser. You will learn how you can include, in your practice, the profitable and often overlooked, Forensic Engineering/Expert Witness field. Finally, after you have grown your firm and its reputation, discover how to determine the right price, sell your practice and retire happy. This eagerly awaited success guide may be the best investment that you will ever make.

5 Star review written by the author! How clever!

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