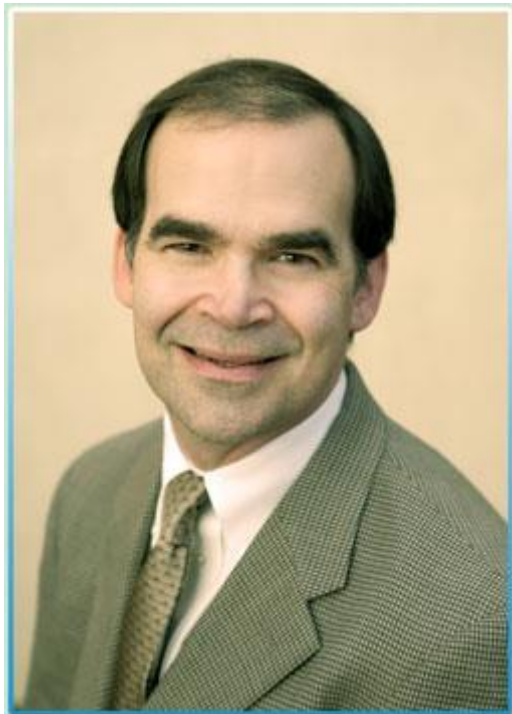




SUCCESSFULLY TRANSITIONING TO INDEPENDENT CONSULTING: THE THREE PS

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WELCOME!



- Owner—Green Heron Information Services
- Professional Librarian—National Academies of Science, EPA, NASA
- Provide research and information services for evaluators



SESSION GOALS

- Briefly discuss on 3 general areas that are excellent predictors of a successful transition to independent consulting
- 3 Ps: Personality, Planning Ahead and Professional Development
- Questions and answers



WORKING FOR YOURSELF?



WORKING FOR YOURSELF?!



PERSONALITY

- Idea of ‘entrepreneurial personality’
- Research has identified a range of entrepreneurial personality types
- Some common attributes—
Self-motivator, risk-tasking, highly focused, problem-solving



CHALLENGES

- Dealing with unlimited freedom/unstructured time
- Imposter Syndrome
- High degree of uncertainty and ambiguity
- Social isolation (according to the just conducted AEA IC TIG survey—65% of independent evaluators work out of a home office)



RESOURCES

- From Harvard Business Review—2015
[Assessment: Identify Your Entrepreneurial Personality Type](#)
- For Myers-Briggs fans from Inc.
[Can A Test Determine Your Aptitude for Entrepreneurship](#)





PLANNING AHEAD

- Research indicates that the most successful entrepreneurs have done a lot of research and thinking before launching
- Takes many forms-- reading, skills assessment, value of informational interviewing



SOME ISSUES TO CONSIDER

- Who is your market? What services are you going to provide?
- What are you good at?
- What structure is your business going to take—how is money going to be handled?
- What are you not so good at? Is there a way to work around these issues or develop your abilities?



RESOURCES

- Gail Barrington's book – [Consulting Start-Up and Management: A Guide for Evaluators and Applied Researchers](#)
- Matthew Feldmann's AEA 365 Blog Post [Soft Skills for Independent Consultants](#)





JONETEISS
VALLETTA

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PROFESSIONAL NETWORKING

- Research shows that new entrepreneurs (3 years or less in business) from one of three places:

Former coworkers or acquaintances

People that they meet at professional networking events or conferences

Word of mouth recommendations from the first 2 groups to another person



ESPECIALLY FOR EVALUATORS

- Independent evaluators tend to work frequently in projects that involves groups of people
- According to the recent AEA IC TIG Survey, two of the most used sources for new business are responding to RFPs, subcontracting on projects



RESOURCES

- Keith Ferrazi “Never Eat Alone and Other Secrets to Success, One Relationship at a Time”.





CONNECT WITH ME

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THANK YOU!

