

# Starting a consulting business checklist

- Find your niche
- Define your unique value proposition
- Conduct market research
- Research the competition
- Write your business plan
- Determine your business entity
- Choose a business name
- Register your business
- Apply for state and federal identification
- Obtain necessary certifications or licenses
- Decide on your services and pricing structure
- Open a business bank account
- Know all of your expenses — one-time, startup and ongoing
- Set up your accounting system
- Fund your business
- Pick your location
- Assess your personnel needs
- Market your business and find clients
- Write and send client proposals
- Request testimonials