

On a cold Monday in March, 1997 a young man in Regina, Canada was hired by Oracle Consulting as a project biller. He was replacing a woman who was taking maternity leave and would return the following year. Leaving a poorly paid position with a retail company this man joined Oracle with all of the energy and the enthusiasm he had as he knew the opportunity in front of him could change his life. He was to work as a biller and revenue accountant for one year and then move into a consulting role.

During the year as a biller he made many connections and built some great relationships with consultants throughout the organization. He also learned as much as he could about Oracle and how the consulting business functioned. He was taught many concepts and ideas about managing the consulting business from the Vice President he worked for.

After the twelve months passed the young man finally got his chance to move into consulting. The nervous feeling of going to the client's site was lessened as he had some familiar faces from the network he had built over the previous year. Shortly after starting his first project the man realized something very important. That realization was he had no idea what he was doing. He had no idea what to expect at a client site and he had little knowledge of how a project was to be executed and how it would unfold. Fear set in.

After evaluating his fear he realized there was something of value that he had. That was his network of consultants that he built as his year as a biller. He tapped into that network and grabbed any information that the more seasoned consultants would share. They shared and they shared a lot. Some of them shared what not to do and others shared what to do. Some just complained. He absorbed everything he could. He absorbed it and hung on to the advice, stories and suggestions due to the fear of losing a great opportunity. He knew the consulting industry has huge potential for those that can maneuver through the landmines and quagmires along the way.

As the years went on he watched and he learned. This now not so young man decided to start his own firm after working for a small regional firm. This opened up new opportunities, responsibilities and challenges resulting in many mistakes and as well as the occasional home run. Continued to make connections with those around him. He listened and watched and continued to make mistakes and learn. He made more connections with clients which allowed him to get their perspective, ideas and advice. He also shared his advice with them. He started to become the person others searched out for guidance.

The years continued to pass as they always do. He realized he had a bundle of information from other consultants, leaders, clients and vendors that had coached and mentored him. Practicing what he was taught as well as his own experiences accumulated into a pool of knowledge waiting to be shared.

As he looked back over the years that flashed by so quickly he knew that he would not have had the success nor the experience without the help, knowledge and assistance of so many. He witnessed consultants struggle throughout their careers without this knowledge even though they had the best intentions. Deep inside he knew he needed to share this information with others so that they could benefit from this knowledge.

This now middle aged consultant vowed to help those that wanted help. Those that wanted to improve and have a successful fulfilling career in the consulting industry would have access to the knowledge from so many that he had shared with him.

Come along if you are committed to helping yourself. He's ready to share.