



The Things You Should Know About Project Consulting

Jay Smith and Ben Pinto



Introductions

- Jay Smith, Jefferson Wells



- Ben Pinto, Thomas Edwards Group



Polling Question #1

Do you wish to receive CPE Credit?

- a) Yes
- b) No
- c) Only if I can exchange CPE Credit for dogecoin



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Agenda

- Understanding Project Consulting and Interim Services
- Concerns of Project Consulting and Interim Work
- Benefits of Project Consulting and Interim Work
- Locating and Pricing Project and Interim Work
- What Companies are Targeting for Project/Interim
- Working with Project Consulting and Interim Firms
- Putting Yourself in the Best Position for Opportunities
- General Market Update
- Questions



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Polling Question #2

I have considered performing project consulting and/or interim professional services:

- a) As a full-time career option.
- b) At various times when not permanently employed.
- c) Both A & B
- d) Never considered it.



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Understanding Project Consulting and Interim Services

- Project Consulting
- Interim Work
- Contract to Hire



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Concerns of Project Consulting and Interim Work

- Impact on Permanent Job Search
- Downtime
- Uncertain Ending of an Assignment
- Dealing with Multiple Firms
- Matching Skills to the Project Needs



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Polling Question #3

My biggest concern about doing project consulting and/or interim professional work is:

- a) How it might be viewed on my resume.
- b) Benefits and compensation.
- c) How it will impact my permanent job search.
- d) No concerns at all.



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Benefits of Project Consulting and Interim Work

- Cash Flow
- Fresh / New Experience Learning
- Confidence
- Flexibility
- Work/Life Balance
- Less Politics
- Possibility of Converting to Permanent



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Locating and Pricing Project and Interim Work

- Networking
- Online/Internet Postings
- Project Consulting Firms
- Search Firms and Agencies
- Roles Dictate the Pay
- Win-Win Pricing



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Polling Question #4

The primary way I have found project consultants/interim professionals or performed project consulting/interim professional work has been through:

- a) My network.
- b) A consulting firm or agency.
- c) Sandwich board on the street corner.
- d) I have never hired projects consultants/interim professionals nor worked as a project consultant/interim professional.



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What Companies are Targeting for Project/Interim Work

- Hot Projects
- Technical Expertise
- Industries
- Software



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Working with Project Consulting and Interim Firms

- Finding a Match with Your Background and Needs
- Commitment
- Communication
- W-2 vs 1099



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Putting Yourself in the Best Position for Opportunities

- Resume
- Interview skills
- Versatility/Expertise
- Professionalism
- Reputation
- Video Conference/WFH Capabilities



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Polling Question #5

For the next 6-9 months, I expect the Dallas/Fort Worth employment market in accounting and finance to be:

- a) About the same as it is now.
- b) Worse than it is now.
- c) Better than it is now.
- d) I don't care because I made a killing on Doge.



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General Market Update

- 2020 Review
- 2021 So Far
- Next 6-9 Months (???)



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Polling Question #6

My favorite part of FENG Meetings is:

- a) Bob Walker's stories.
- b) Cliff Edward's jokes.
- c) Both A & B
- d) Who are Bob Walker and Cliff Edwards?



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Questions

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Thank you for your
time and your
participation.

Jay Smith and Ben Pinto

