

The Dos and Don'ts of Independent and Sub-Contracting

- 1) Definition of the main employment types
 - a) W2 Staff
 - b) W2 Hourly
 - c) 1099 Hourly
- 2) Look and Feel of Consulting and Staff Resumes
 - a) Consulting – Project and technology based
 - b) Staff – Historical and Role based
- 3) Differences in the work place between Staff and Consultant
 - a) What to expect when consulting
 - b) Differences between hourly and perm staff consulting
 - c) Pros and Cons of each
- 4) Issues to watch for when looking for a contract
 - a) May close very fast
 - b) “Will you take this if they say Yes” - Don't commit to anything you won't do
 - c) Make sure you know the end client
 - d) Make sure you see resume broker sent to client before any interview
- 5) Your approach to Consulting
 - a) Contract-hire vs. Tiding-over vs. Long-term goal to stay in consulting
- 6) How to work with a consulting broker
 - a) Managing your Resume
 - b) Negotiating Price
 - i) Duration
 - ii) Skills match
 - iii) Benefits (10%/30% rules)
 - c) New opportunities when on already contract
 - d) Different companies, different approaches
- 7) How to make yourself stand out
 - a) Some of the same actions as with a perm interview
 - b) Be Professional
 - c) Understand what the broker is looking to do
 - i) Price
 - ii) Quality
 - iii) Low-maintenance
- 8) How often to touch base
- 9) Typical Contract Considerations
 - a) Non-competes
 - b) Non-Solicitations
 - c) Payment Terms
 - i) W2
 - ii) 1099
 - d) Project durations and extensions
 - e) Benefits