

## TIP OF THE MONTH FOR CHEMICAL CONSULTANTS

### WHAT IS CHEMICAL CONSULTING? What skills do I need to be a consultant?

Being an independent consultant means running a small business. In addition to providing clients the benefits of your technical expertise for a fee, you also need to develop skills in all the aspects of running a business, such as marketing and sales, accounting, legal and tax considerations. Here's [a link to resources](#) available for chemical consultants that won't cost you a dime.

In this new series starting September 2010, we will discuss many aspects of scientific consulting in brief monthly articles written by members of the Chemical Consultants Network (CCN); proven tips that can help you succeed in consulting. Stay tuned for next month's tip on how to price your service. CCN is an all-volunteer network of consulting chemists and chemical engineers. Learn more at [www.chemconsultants.org](http://www.chemconsultants.org).