

How to stay relevant

9 Practices for Successful Consultants

1. Read

We've created a list of [recommended books & pubs](#) for you. We'd love to hear your thoughts on these and any you've read. Be sure to follow your favorite authors on social media for fresh insights.



2. Network

Put yourself out there! Networking with other consultants is a great way to grow your contact list and get & give referrals. Start here, join us for our next [Consultants & Conversation](#).



3. Learn

It's easy to get left behind! Stay up to date on best practices and smart tools. [Nonprofit Consultants Institute](#) is the go-to annual event for consultants, Two days of great information, resources and connections.



4. Follow the leader

Who's the acknowledged leader in your field? Pay attention to what he/she is saying. Reach out, you might make a great connection. PS You may also figure out how to make YOURSELF the expert in your niche.



5. Post & comment

Pick your favorite social media platform and make yourself known. Engaging in conversation is a sure way to show your stuff while gaining insight and leads! Make it a daily habit, even if it's just 20 minutes.



6. Find a partner (or 2)

The greatest consultant challenge may be the lack of co-workers. Set up a regular meeting (in-person or phone) with an accountability or practice buddy. Members have access to our [Peer Advising](#) program, an ideal solution!



7. Don't eat alone

Make good use of your time. In addition to networking events, schedule coffee (or lunch) with a client or former client. Regular contact keeps you top of mind.



8. Tap into resources

We offer lots of opportunities from mentoring to lunch gatherings. Browse this site and be sure to take a look at our [partner organizations](#). There's lots of support & possibility, don't miss out!



9. Join Us!

We are a member organization of nonprofit consultants. You'll never be irrelevant to us! We keep you informed and connected everyday, all year long. [Learn more.](#)

