

How to Become a Consultant

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Manage your career. Don't think like an employee.

(Note – Not how to be a good technician, I assume that you are one already)

1. Always live by your personal and professional Code of Ethics
2. Learn how to be a good public speaker
3. Never turn down an invitation to speak, even if it means flying across the country and loss of sleep, but get the organisers to cover your costs.
4. Develop your writing skills
5. Pursue opportunities for technical presentations in conferences and seminars.
6. Develop and run short courses.
7. Participate in your professional society.
8. Conduct research in areas where you can establish yourself as an authority.
9. Develop and maintain relationships with decision makers.
10. Keep in touch with your peers regularly (at least every three months).
11. Use technology to manage your contacts and time.
12. Read or at least scan all trade journals in your area.
13. Travel regularly and visit as many operations as you can. If you don't do this when the chance arises in your own (holiday) time then you are not serious!
14. Look for opportunities to participate in project decision making as a regular advisor, peer reviewer or director.
15. Manage and limit your time commitments by increasing your fees. You are worth more than you think.
16. Always deliver on time, even if it means many late nights and weekends.
17. Develop empathy with your client – what would you expect in their shoes?
18. Make sure you are surrounded by very clever people.