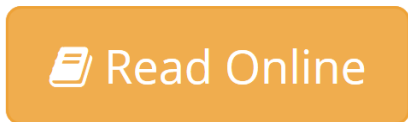


## The Consultant's Calling: Bringing Who You Are to What You Do, New and Revised

By Geoffrey M. Bellman, Geoffrey Bellamn



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A classic revised and updated for the twenty-first-century consultant. Revised and updated for consulting in the twenty-first century, this new edition is for anyone who wants to know what consulting is really like as a career, as a living, and as a life. Geoffrey Bellman reveals how to make the job rewarding both financially and personally as he examines the practical issues of managing time, clients, and money as well as such broader concerns as how to balance work with family life. At once practical and personal, this book is for all types of consultants, all those who work with consultants, and all those who dream of being consultants.

Geoffrey M. Bellman (Seattle, WA) has consulted to organizations of all sizes, from the inside and outside, including numerous Fortune 500 companies. He is the author of several well-received books, including *Getting Things Done When You're Not in Charge* the bestselling book that has sold more than 80,000 copies.

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## Editorial Review

### Review

"If Will Rogers had given attention to the consulting profession, this is the book he would have written."  
—from the foreword by Peter Block

### Review

#### Praise for the First Edition

"Taps into our feelings about our work, but it also makes definite suggestions to improve our craft as consultants. It helped me, even though I have twenty-nine years of experience as a consultant."  
— *Journal of Management Consulting*

"The best book for [people who are trying to determine whether] consulting is for them."  
— *T & D*

"A triumph of goodwill, wisdom, and a kind of humble Midwestern practicality. If Will Rogers had given attention to the consulting profession, this is the book he would have written."  
— Peter Block, author of *Flawless Consulting*

"I must have a couple of dozen colleagues who shouldn't go another day without this book. Bellman has found a way to portray consulting as a way of life rather than just an abstract function. Here it all is—what we enjoy and exult in, and what we ponder, anguish, and whisper about. You will already know Geoff-the-Consultant: He is yourself."  
— Peter Vaill, author of *Managing as a Performing Art*

"A wonderful book for people who want to test the waters of consulting, as well as for those who are looking to affirm their role as consultant but want to enhance their impact with clients and their own lives."  
— David B. Wagner, Mercer Delta Consulting

"All my life, as a girl, as a professional consultant and now a retired elder I have shaped myself to be able to answer the internal question: Am I truly making a difference in the world? Am I truly living my beliefs through the contributions? And one day, some years ago I found Geoff Bellman and *The Consultant's Calling*. I wanted to shout out loud in my room, 'Yes that's it! That's what it's all about!' It affirmed for me everything I believed . . . and we need affirmation with regularity, because it's often lonely out there. This book has been an inspiration for me and the most important part of reading it over and over is that it affirms what's best in me and my work. Thank you for being there, Geoff."  
— Kathie Dannemiller, consultant and author of *Collaborating for Change*

"Geoff Bellman, you wrote my song! I laughed and cried and hummed as I sang *The Consultant's Calling*. It left me feeling affirmed for who I am, empowered with what I could be, guilty for what I choose not to face, skilled with what I can now do, and clearly convinced that I am living my work on purpose."  
— Chip Bell, management consultant and author of *Clients and Consultants*

From the Publisher

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### **From reader reviews:**

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