

Are You Ready to Consult? A Two-Part Readiness Assessment for Experienced Professionals

Starting a consulting practice is one of the most rewarding moves an experienced professional can make. You already have the expertise. You've solved real problems. You've delivered results. This assessment will help you think through your readiness in two ways: first, the personal foundations that support a strong start; and second, your practical readiness to take action now. Set aside 15 minutes and work through both parts honestly. This isn't about getting the "right" answers. It's about clarity.

PART 1: YOUR CONSULTING FOUNDATION

These questions explore the personal, financial, and relational readiness that experienced professionals often overlook. There's no score here. Just honest reflection on where you're strong and where a little more preparation will set you up for success.

PERSONAL READINESS

1. Can you see your credibility beyond your current title?

You've built authority through your work, your results, and your ability to solve problems others couldn't. When you step into consulting, that authority comes with you. It just shows up differently. Instead of a title on a business card, your credibility comes from your insight, your track record, and your ability to guide someone to an outcome they can't reach on their own. The professionals who thrive in consulting are the ones who already know their value isn't tied to an organization's name. If you can see that in yourself, you're starting from a strong place.

2. Are you energized by variety and shifting momentum?

Consulting has a rhythm that's different from full-time employment. Some weeks are full of client work and momentum. Others are focused on conversations, relationship-building, and strategic thinking. The consultants who love this work tend to be people who enjoy that variety, who find energy in the mix of doing, thinking, and connecting. If you're someone who adapts well when the pace changes, and who can stay focused on what matters most even during a quieter stretch, that's a real asset in consulting.

3. Do you enjoy being the one who starts the conversation?

In consulting, you set the pace. You reach out to potential clients. You schedule discovery calls. You open doors. For many experienced professionals, this is one of the most energizing parts of going independent: you choose who you work with, what conversations to have, and where to invest your time. If you're someone who naturally builds relationships by reaching out first, by offering help, by staying connected, you already have one of the most important consulting skills there is.

FINANCIAL AND PRACTICAL READINESS

4. Have you created the financial space to build with confidence?

The best consulting decisions come from clarity, not pressure. When you have financial runway, you can be strategic about which clients to pursue, how to price your work, and when to say yes or no. A general guideline: 6 months of living expenses gives you the space to build intentionally if you're going full-time independent. If you're building on the side while still employed, your timeline is more flexible. Either way, knowing your number and planning around it is one of the smartest things you can do for your practice.

5. Are you ready to talk about money as a natural part of the conversation?

Consulting involves direct conversations about pricing, scope, and budgets. The professionals who do this well treat money as a normal, healthy part of the business relationship. They name their fee with confidence. They present proposals clearly. They discuss scope adjustments without hesitation. This is a skill, and like any skill, it strengthens with practice. If you're already comfortable with direct professional conversations, you'll find that pricing conversations follow the same pattern: clarity, confidence, and mutual respect.

RELATIONAL READINESS

6. Have you brought your closest people into the vision?

Going independent is a decision that benefits from shared understanding. When your spouse, partner, or family understands what consulting involves, how the income model works, and what the early months look like, they become part of your support system rather than bystanders. The strongest consultants I've seen are the ones who had those conversations early, who brought the people closest to them into the process, and who built their practice with that foundation of support in place.

7. Can you name 10 to 20 people who would take your call?

You don't need a massive network to start consulting. You need a core group of people who know your work, respect your thinking, and would be happy to hear from you. Former colleagues, industry peers, past collaborators, people you've helped along the way. If you can name 10 to 20 people who fit that description, you already have the seed of a strong pipeline. That's more than enough to start meaningful conversations and build momentum.

PART 2: ARE YOU READY TO TAKE ACTION?

Part 1 helped you reflect on your foundation. Now let's get specific. These four questions will help you gauge whether you're ready to start building your consulting practice right now.

1. Do you have a problem you know how to solve, one that someone would pay to have fixed?

- Yes, I know exactly what problem I solve
- I have a general idea, but it needs clarity
- Not yet, and I'd want to define this first

2. Can you name 10 to 15 people who could either hire you or refer you to someone who could?

- Yes, I can name them right now
- Yes, but I'd need to sit down and think through my list
- I'd need to build those connections first

3. Are you willing to start conversations this month, even if your offer isn't fully polished?

- Yes, I'm ready to start now
- I'm open to it, even though it feels uncomfortable
- I'd want more preparation before reaching out

4. Do you have 8 weeks to commit to building a real consulting offer and starting client conversations?

- Yes, I can commit to 8 weeks
- Likely, depending on the time commitment
- Not right now, but possibly in the near future

What your answers tell you:

- If you checked the first option on 3 or 4 of these, you're ready to start building. You have the clarity, the connections, and the capacity to move forward now.
- If you checked the first option on 1 or 2, you're close. The foundation is forming, and a structured program can help you build the clarity and confidence to close the gap.
- If you found yourself choosing the third option on most of these, you may benefit from some focused preparation first, and that's a smart, strategic choice. Clarity is the first step, and knowing where you stand puts you ahead of most people who rush in without thinking it through.

Wherever you landed on this assessment, the fact that you worked through it with honesty says something important about how you approach decisions. That kind of self-awareness is one of the qualities that makes a great consultant. The Consulting Academy helps experienced professionals turn their expertise into structured, sustainable consulting practices using the EDGE framework. If you're ready to take the next step, visit the Consulting Academy website to learn more and start your consulting journey.

Questions? Contact us at info@consultingsolutions-llc.com.

One Final Question

If you could solve one thing in the next 8 weeks to move your consulting business forward, what would it be?

Your answer:

The Consulting Academy is your next step.

Consulting for Success-Minded Businesses