

Consulting Myths Assessment

Welcome

This assessment will help you reflect on the 5 consulting myths. Take 15-20 minutes to work through the assessment honestly. This isn't about getting the "right" answers. It's about clarity. Below are the five consulting myths we discussed in the webinar. For each myth, answer honestly: **How can I bust this myth?**

MYTH 1: You need consulting pedigree or an MBA	MYTH 2: Consulting is only for extroverts	MYTH 3: You need a huge professional network
<p><i>"I need McKinsey/Bain/BCG or an MBA before clients take me seriously."</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> I've used this as a reason to delay starting <input type="checkbox"/> I've felt "less than" compared to consultants with prestigious backgrounds <input type="checkbox"/> I've worried clients won't hire me without credentials <input type="checkbox"/> None of the above—I don't believe this myth <p>Myth-buster: What results have I delivered that prove my credibility—regardless of pedigree? (saved \$X, built systems still in use, solved what others couldn't, etc.)</p> <div style="border: 1px solid black; height: 80px; width: 100%;"></div>	<p><i>"I'm not loud, outgoing, or 'salesy' enough to succeed."</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> I've avoided consulting because I don't like networking events <input type="checkbox"/> I've worried I'm not charismatic or assertive enough <input type="checkbox"/> I think consulting requires constant self-promotion <input type="checkbox"/> None of the above—I don't believe this myth <p>Myth-buster: What are my strengths as a listener, thinker, or synthesizer, and how have those strengths helped me solve problems in the past? (ask root questions, clarify complexity, build trust by listening, etc.)</p> <div style="border: 1px solid black; height: 80px; width: 100%;"></div>	<p><i>"I don't have enough connections or thousands of LinkedIn followers."</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> I've delayed starting because network "isn't big enough" <input type="checkbox"/> I've spent time building followers vs. reaching out to people I know <input type="checkbox"/> I think I need to be "known" before anyone will hire me <input type="checkbox"/> None of the above—I don't believe this myth <p>Myth-buster: List 10-15 people you already know who respect your expertise, are decision-makers, and have problems you could solve.</p> <div style="border: 1px solid black; height: 80px; width: 100%;"></div>

MYTH 4: Subject-matter expertise alone is enough

"I'm an expert. That should be enough. I don't need to learn consulting."

- Assumed my expertise will speak for itself
- Avoided learning frameworks because "I know my stuff"
- Believe consulting skills are just common sense
- None of the above—I don't believe this myth

Myth-buster: What consulting skills would amplify your expertise? (discovery, value pricing, engagement design)

MYTH 5: Building infrastructure comes before clients

"I need a perfect website, business cards, an LLC, a logo, and a perfect LinkedIn profile before calling myself a consultant."

- I've delayed conversations because "I'm not ready yet"
- I've spent more time perfecting materials than talking to clients
- I think clients won't take me seriously without a polished website
- None of the above—I don't believe this myth

Myth-buster: What would I do **this week** if I gave myself permission to start conversations before building infrastructure? (reach out to 3 former colleagues, schedule 1 discovery call, draft a simple offer outline)

What This Tells You

If you checked boxes in multiple myths: you're not alone. These beliefs hold back talented professionals.

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](http://www.consultingsolutions.academy) 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?

The Consulting Academy is your next step.

Consulting for Success-Minded Businesses