

A photograph of a man and a woman sitting at a wooden table in a meeting. The man, on the right, has a beard, glasses, and is wearing a grey blazer over a white t-shirt. He is smiling and gesturing with his right hand. The woman, on the left, has long dark hair and is wearing a light-colored top. She is also smiling and looking towards the man. The background is a brick wall. A blue diagonal overlay covers the bottom half of the image, containing white text. A red speech bubble is at the bottom left.

HOW TO ESTABLISH CREDIBILITY AS A CONSULTANT

DAVINCI



The key to building credibility as a new business consultant is making it obvious that you know what you're doing. Here is a checklist to help you put your best foot forward and stand out from your competition.

PRACTICE PROFESSIONALISM

How you present yourself to the world and to your clients is critical in your success. Here are some personal attributes to continue to develop:

- Vision
- Communication
- Self-confidence
- Proactiveness
- Flexibility

Explore other great attributes to develop from this list:
[30 Qualities that Make Ordinary People Extraordinary](#)

COMMUNICATION SKILLS

- [Listen intently.](#)
- Improve your public speaking skills by joining [Toastmasters](#) or another public speaking organization.
- Practice [Managing By Walking Around \(MBWA\)](#).
- Ask relevant questions.



ESTABLISH YOUR EXPERTISE

Here are some great ideas to stand out as a thought leader and influencer in your industry:

- Write a book.
- [Host a podcast.](#)
- Create valuable content on your blog.
- Host webinars.
- Speak at a conference.
- Publish a white paper.
- Post educational videos:
 - [LinkedIn](#)
 - [Facebook Live](#)
 - [YouTube](#)
- Contribute to other publications.
- Teach a course.

STAY RELEVANT

- Stay abreast of industry trends and best practices through industry leaders and networking events.
- Have a knowledge of news and current events in your field.
- Be the first to know when something in the industry changes by using [Google Trends](#) or other industry tools.

BE PREPARED

- Familiarize yourself with the client, their industry, and their needs.
- Have relevant information, statistics, and estimates on hand.
- Know important names, and associate faces with them.

FIND A PLACE TO WORK

- Understand the pros and cons of a home office.
- Present yourself as a professional with a coworking space or virtual office.
- Use a virtual office and rentable meeting rooms for a professional workspace that adapts to your needs and provides a wide range of services.

CONCLUSION

As you take steps to prove your worth to clients, remember that the first step to being a professional is acting like a professional. This checklist will help you start preparing yourself for success today.

If you're ready to take your consulting business to the next level, contact Davinci Meeting Rooms today to find out how we can help you present yourself as a professional in your industry.