




Business Consulting Trends

Jeff Schuster, Business Coach



*“Movies are a fad.
Audiences really want to
see live actors on a stage.”*

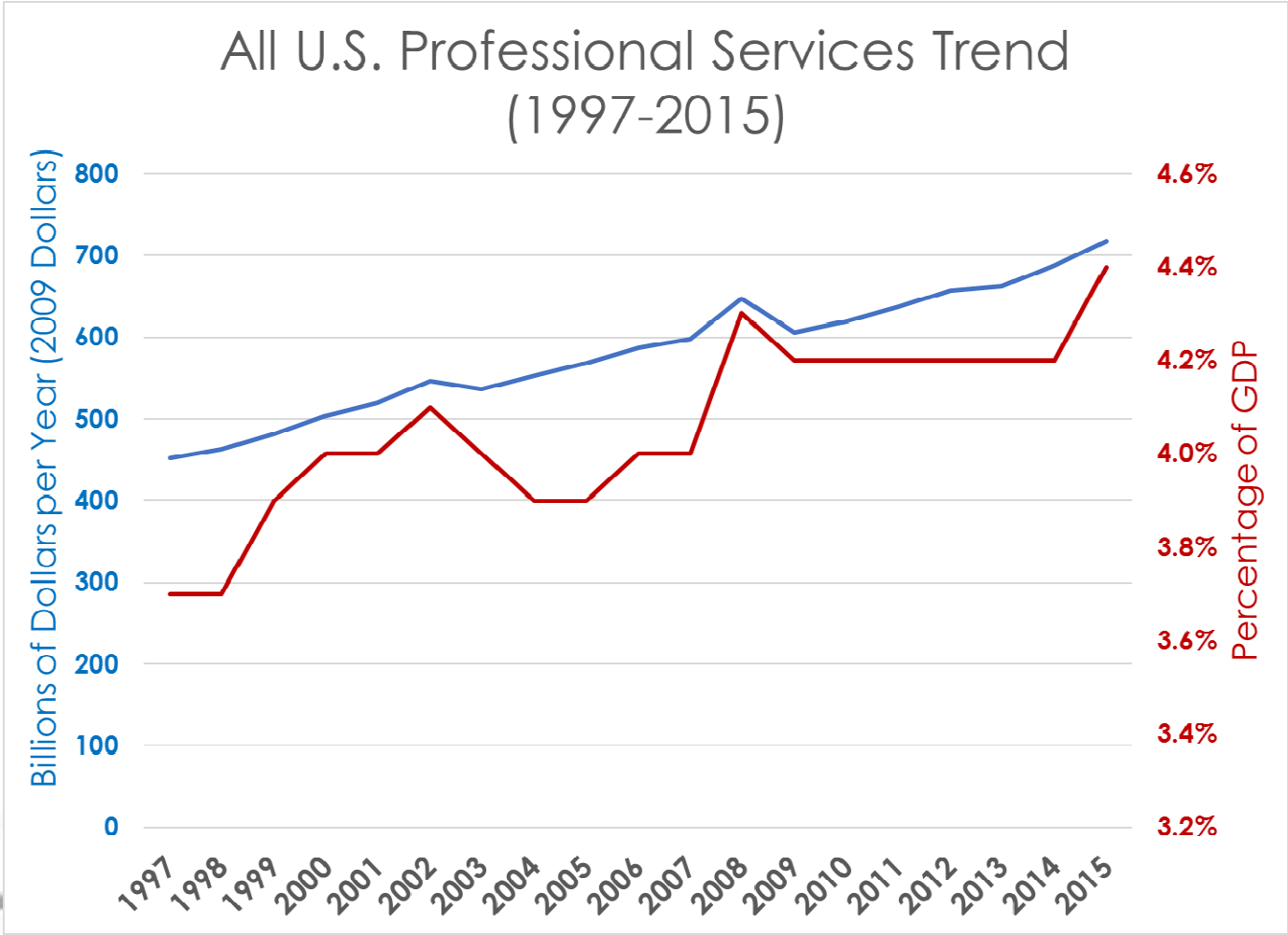
Charlie Chaplin

Agenda

- **Macro Consulting Trends**
- **Industry Segments**
 - Large
 - Middle & Small
- **Business Trends**
- **Consulting Trends**
- **Free-Lance Consulting**

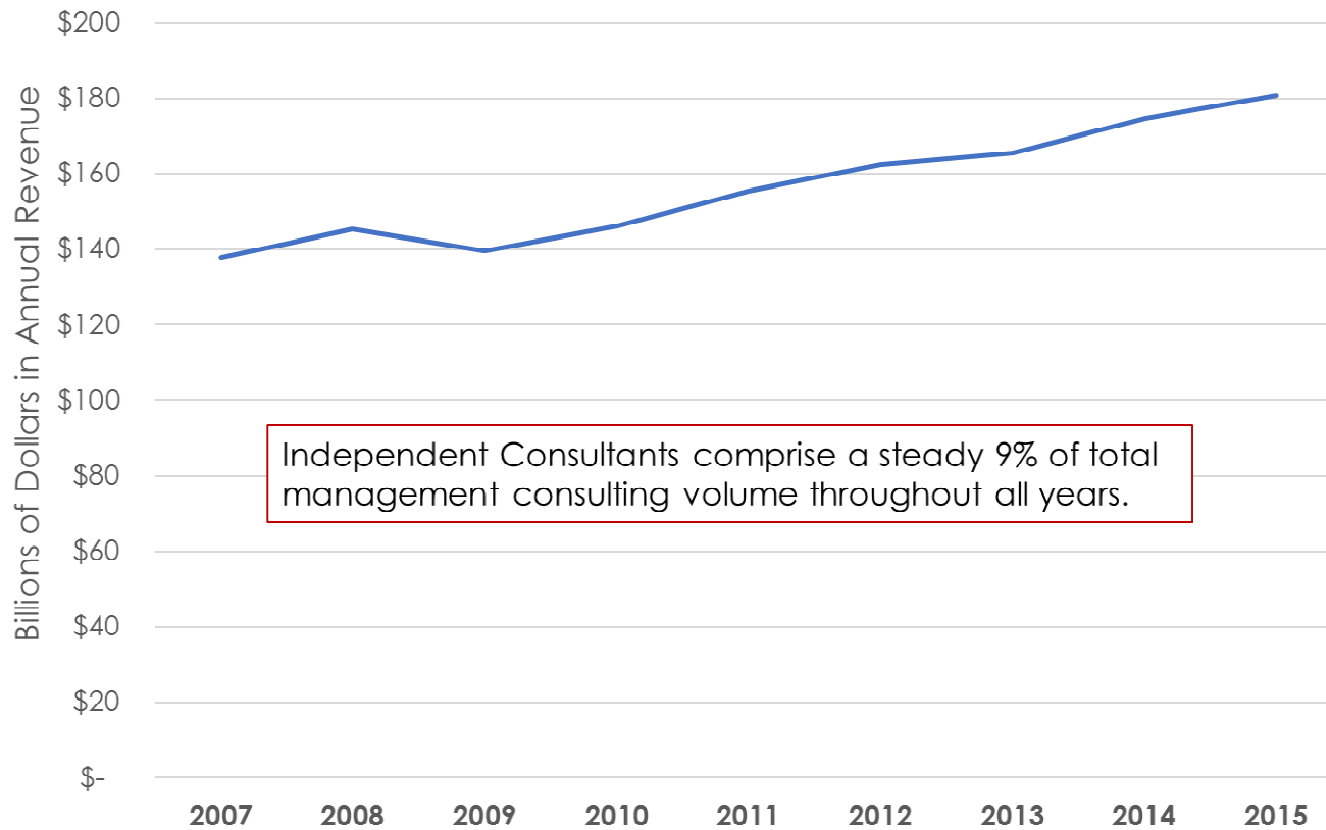
Professional Service Trends

All U.S. Professional Services Trend (1997-2015)



Consulting Trends

United States Management Consulting Revenue by Year



Large Consulting Segment

- Large (\$85.4 Billion/year – 2014)
 - McKinsey & Company
 - Boston Consulting Group
 - Bain & Company
 - Accenture

All privately held except for Accenture

Large Consulting Segment

- Hourly Fees
 - McKinsey & Company - \$412/hr
 - Boston Consulting Group - \$361/hr
 - Bain & Company - \$307/hr
 - Accenture - \$192/hr

All privately held except for Accenture

Medium & Small Consulting Segment

- **Medium & Small**
 - **Publicly Traded**
 - **Mediocre Success Since 2007**
 - **Not big enough to capture large contracts; and not small enough to give their clients cost efficiency**

Business Trends

- Confidence in economy
- Real Estate is hot
- On-demand services (Uber, AirBNB, Amazon, etc.)
- Free-lancer support services
- Explosive growth spikes
- Cloud/Cybersecurity
- Cannabis industry
- Millennial leadership
- Employee turnover
- Offline experience industries

Business Consulting Trends

- Value For Money
- Automated Analytics
- Shifting to Online Expertise
- Market Definition is Key
- Reduced Need for Research
- Big's are Too Expensive

Free-Lance Consultants

Number of Consultants	Max Annual Revenue	Average Hourly Fee	
192,899	\$ 5,000.00	\$ 2.50	750,000 Independent Consultants
117,936	\$ 10,000.00	\$ 7.50	
160,448	\$ 25,000.00	\$ 17.50	41% are earning less than minimum wage
105,248	\$ 50,000.00	\$ 37.50	
82,638	\$ 100,000.00	\$ 75.00	
64,830	\$ 250,000.00	\$ 175.00	55% are earning less than the big guys
17,909	\$ 500,000.00	\$ 375.00	
5,744	\$ 1,000,000.00	\$ 750.00	
2,114	\$ 2,500,000.00	\$ 1,750.00	
235	\$ 5,000,000.00	\$ 3,750.00	4% are earning more than the big guys

Future for Free-Lance Consultants

- **Networking & Collaboration**
- **Middle-man Agencies**
- **Joint Ventures**
- **Expand Coaching**
- **Efficient Marketing & Sales**

Questions

- What relevant trends are you seeing in your business?
- What changes are you making to your practice to adapt to changes you see?
- What changes will you make, that you had not planned to make prior to this presentation?
- Who in STAR Denver do you need to connect to in order to create a network that will benefit you moving forward?