What sort of person will be successful working in a small company consulting environment?

- What skills contribute to success?
- How does one assess one's likelihood of success?
My Personal Analysis of Necessary Skills

- Presentations
- Writing (especially to nonactuaries)
- Creativity
- Problem solving
- Results oriented
- Ability to meet deadlines
- Technical knowledge/enjoyment of technical work
- Oops, I forgot to consider marketing skills

Skills Assessment

One source is Chapter 8 of the Actuarial Career Planner
Entrepreneurial Aptitude
(from Career Planner)

- Not top achievers in school
- Daring as a youngster; risk taker as an adult
- Stubborn
- Optimistic
- Willing to work "as long as it takes"

Getting Started

- Make sure you can financially accept a reduced income for a period of time (include spouse and family).
- Consult your attorney regarding structuring the business
- Perform skills self-assessment
- Establish/broaden your network
- Carve out specialty/niche, if appropriate
- Market your services – a lot