

Welcome ...

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As you will notice, this month's edition of our newsletter looks slightly different. In order to make it easier for our readers to access the content from their mobile phones and tablets, the online version of the newsletter only includes the Editor's introduction with all the links to access our different articles and regular columns.

We are delighted to open this July edition with '[In celebration of the critic](#)', a piece by Rhonda Best who is Hon. Treasurer and Management Committee member at the Livery Companies Skills Council and Project Lead of the Securing Future Prosperity initiative. Rhonda shares her view on the significant role that criticism plays in the growth of each individual, organisation and society, and on the beneficial impact that educating future leaders on the importance of speaking up could have on creating better decision makers and problem solvers.

We are also pleased to announce a new addition to our calendar of upcoming CMCE Virtual Showcases: [Digital Marketing 101 For Growing Consultancies](#) that will take place later in the year, on 18th October, when Prof. Joe O'Mahoney will share the latest thinking on this essential tool in the consultant's business development armoury. Save the date and look out for further details to be shared in due course!

In case you missed last month's CMCE Virtual Showcase: 'Mastering The Complexity Of Client-Consultant Relationships', you will have the chance to read a [synopsis](#) that includes the key insights and takeaways emerging from the discussion, as well as to watch a [short video summary](#) of the event.

In our regular '[In Brief](#)' section we recommend a series of articles and videos on current topics, which this month are the redefinition of consulting industry models as a consequence of the Covid-19 pandemic, the ability of Japanese businesses to deal with crises, the misconceptions surrounding the creation of a software business and, last but not least, how to look professional when working as a remote consultant.

This edition's '[Next-gen consultants](#)' section includes a webinar where our former Director, Calvert Markham, shares his advice and words of wisdom for aspiring consultants; and an article that presents the key findings of a survey carried out among consultants and consulting business owners (mainly based in North America), and focuses on the role that an entrepreneurial mindset can play in improving a consultant's performance.

In the fourth instalment of his 'Starting a consultancy business' series, Calvert Markham discusses how to create sales opportunities and generate enquiries from potential clients.

Our '[From Our LinkedIn page](#)' section draws your attention on two recent posts: the first about the link between mindfulness practice and reduced procrastination, and the second on adding value to clients.

In his latest blog, '[A load of rubbish](#)', Calvert Markham shares his memories of a trip to Sudan - which include a Dinka engagement ceremony and a mention of the Zaire beat - and his thoughts on recycling and preserving natural resources for future generations.

Finally, we publish the ninth - and final - in our series of ethical Dilemmas, '[A call to arms](#)', where we find our fictional consultant, Antonia, thinking about the implications of accepting the offer made by one of her current employer's competitors to join their organisation in an interesting role.

The Newsletter Editor

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