

Welcome ...

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In this September edition of our newsletter, we are pleased to share '[High Standards and Authenticity – Are you a leader?](#)', an editorial by Andy Miles, Court Assistant of the Worshipful Company of Management Consultants (WCoMC), CMCE's parent organisation and Member of the WCoMC Membership Committee. In his piece, Andy reflects on the importance of authenticity and accountability and shares his advice for consultants on how to be authentic and accountable leaders when carrying out a client assignment.

Due to circumstances beyond our control we are postponing the planned Showcase "Cybersecurity after the Pandemic: Consulting on operational resilience: Lessons from the Boardroom" and will share details of the rescheduled date in due course. If you have already booked we will be in touch with you individually.

You can find more details on our website of our October Showcase '[Digital Marketing 101 for Growing Consultancies](#)' that will take place on 18th October. Professor Joe O'Mahoney will discuss what digital marketing is, what 'good' looks like, and how to do it without spending a fortune.

In addition, we are thrilled to feature the first piece written by a member of our wider community, Karen Thomas-Bland, an Advisor, Management Consultant and Non-Executive Director with over 24 years of experience in creating breakthrough strategies, transforming, and integrating organisations. In her '[What are the biggest opportunities for helping organisations transform?](#)' article, she shares her insights on how, as consultants, we can help organisations transform successfully.

If you are a subject matter expert too and would like to share your knowledge and expertise on a specific topic, please [read further](#) and feel free to get in touch to discuss your ideas with our Newsletter Editor.

This month's edition also includes the sixth instalment in the '[Starting a consultancy business](#)' series, written by CMCE former Director, Calvert Markham. The article looks at proposition design and shares recommendations on how to create proposals that will be converted to sales.

As usual, our '[In Brief](#)' section includes a series of articles, podcasts and reports on a wide variety of topics, which this month range from the role of creativity in generating positive change, and where organisations are in dealing with employees' mental health issues to how businesses can combine hindsight, insight and foresight to prepare for future challenges, and the 25 business moats that played a key role in the development of a few of the most successful companies.

The article included in this month's '[Next-gen consultants](#)' section focuses on the competences and expertise required to succeed in our profession.

Finally, in his latest blog, '[Inspiron scintillations](#)', Calvert Markham talks about his love for Terry Pratchett and how this triggered reflection on what inspiration truly is and when and how it strikes.

The Newsletter Editor

The Centre for Management Consulting Excellence was founded by



*The Worshipful Company
of Management Consultants*