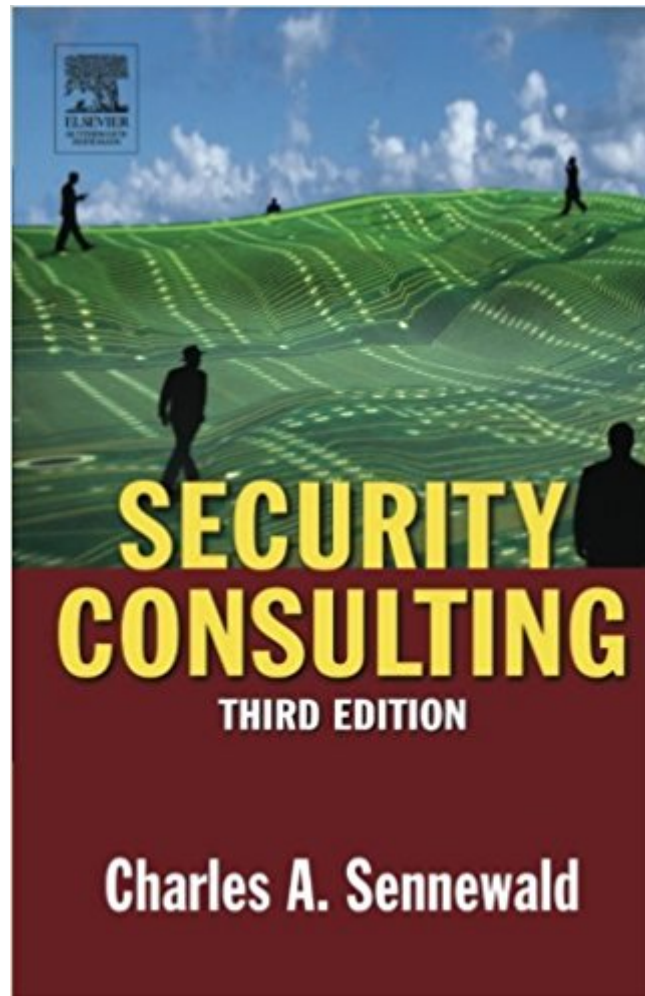




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# Security Consulting, Third Edition



## Synopsis

Since 9/11, business and industry has paid close attention to security within their own organizations. In fact, no other time in modern history has business and industry been more concerned with security issues. A new concern for security measures to combat potential terrorism, sabotage, theft and disruption- which could bring any business to it's knees- has swept the nation. This has opened up a huge opportunity for private investigators and security professionals as consultants. Many retiring law enforcement and security management professionals look to enter the private security consulting market. Security consulting often involves conducting in depth security surveys so businesses will know exactly where security holes are present and where they need improvement to limit their exposure to various threats. The Third Edition of Security Consulting introduces security and law enforcement professionals to the career and business of security consulting. It provides new and potential consultants with the practical guidelines needed to start up and maintain a successful independent practice. This new edition includes updated and expanded information on marketing, fees and expenses, forensic consulting, the use of computers, and the need for professional growth. The useful sample forms will be updated in addition to the new promotion opportunities and keys to conducting research on the Web. - The only book of its kind dedicated to a ground-up approach to beginning a security consulting practice- Proven, practical methods to establish and run a security consulting business - New coverage of utilizing the power of the Internet.

## Book Information

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## Customer Reviews

Remaining from the earlier edition is the valuable information on starting or maintaining a practice. Other strong points in the book address contracting, marketing procedures, and security surveys. A highly useful appendix contains sections on contracts, confidentiality agreements, and best-practice bulletins from the International Association of Private Security Consultants. Security Consulting is a must-read from anyone contemplating entering the business. It is highly recommended as well to existing consultants in need of fresh insights. *Security Management*

The only book of its kind dedicated to a ground up approach to beginning a security consulting practice

The book was pretty informative but basic. It provided a good outline for entering the security consulting business

For the individual considering starting a security consulting business, this book is a must have. Sennewald lays out the basic questions facing the new consultant including, pricing your services, billing, relations with customers, etc. His entire text is not only highly readable, it is to the point and clear. This slim volume is packed with useful information and is one that will remain on my professional book shelf.

Great start up book for someone with little business experience, some of the methods are a bit dated though. Still a great reference guide written by a seasoned pro.

Excellent Book! The sale and transaction were flawless and I would recommend this seller 100%! Will use again!

Charles Sennewald is an excellent writer and security consultant with lots of years of private security experience. In preparation for my Certified Protection Professional (CPP) examination, I was required to study several books written by the same author. All of them were very informative. As I am getting ready to retire after almost 30 years of public law enforcement and security, my next book to re-read is Security Consulting as I getting ready to start my own security consulting business: Contreras Associates International in Yuma, Arizona. Miguel Angel Contreras, PhD, CPP, CFE[...]

One of few books about security consulting. It is also a very general walk-through of some of the more practical aspects of starting a consulting business. Recommended, as it is written in a very straight-talking way, without any mumbo-jumbo or great theories, just pure experience.

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