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It's not surprising, then, that the late Shenson found a niche advising would-be consultants on how to get started, find clients, and set fees. His works include *How to Select and Manage Consultants* (1990), *The Successful Consultant's Guide to Fee Setting* (1980), and *How to Strategically Negotiate the Consulting Contract* (1977). Coauthor Nicholas is the prolific author of those "how to form your own corporation for less than . . ."

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