

# The Business of Doing Business: Everything a Start-up Consultancy Needs to Know in Insurance, Contract Negotiation, and Marketing

The Association of Consultants to Nonprofits, Webcast  
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Consultancy firms, just like any other business, need to have some basic "tools" in place in order to run smoothly and effectively. Join Julie Proscia along with other knowledgeable business professionals as they present new and not so new consulting firms with what they need in terms of: insurance coverage, client contracts and negotiations, and marketing efforts.

## PROFESSIONALS

Julie A. Proscia  
Partner

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