

Exhibit 1.1. Questions to Ask a Consultant

You likely won't have time to ask all of these, so although they are in a logical sequence, you will probably have to prioritize what you ask.

1. How long have you been a consultant?
2. How did you start?
3. Why did you decide to become a consultant?
4. How would you describe your consulting practice?
5. How have you structured your business, and what are the advantages and drawbacks of that structure?
6. What do you do for clients?
7. What is a typical project like?
8. What do you consider the biggest lesson you've learned as a consultant?
9. Could you tell me about a time when you faced a difficult decision and how you handled it? What was your takeaway?
10. What is a typical day like?
11. What marketing activities do you conduct?
12. How do you determine pricing for projects?
13. What is the greatest challenge for you as a consultant?
14. What reason would you give me to avoid becoming a consultant?
15. What would you miss the most if you quit consulting?
16. What should I have asked you that I did not?