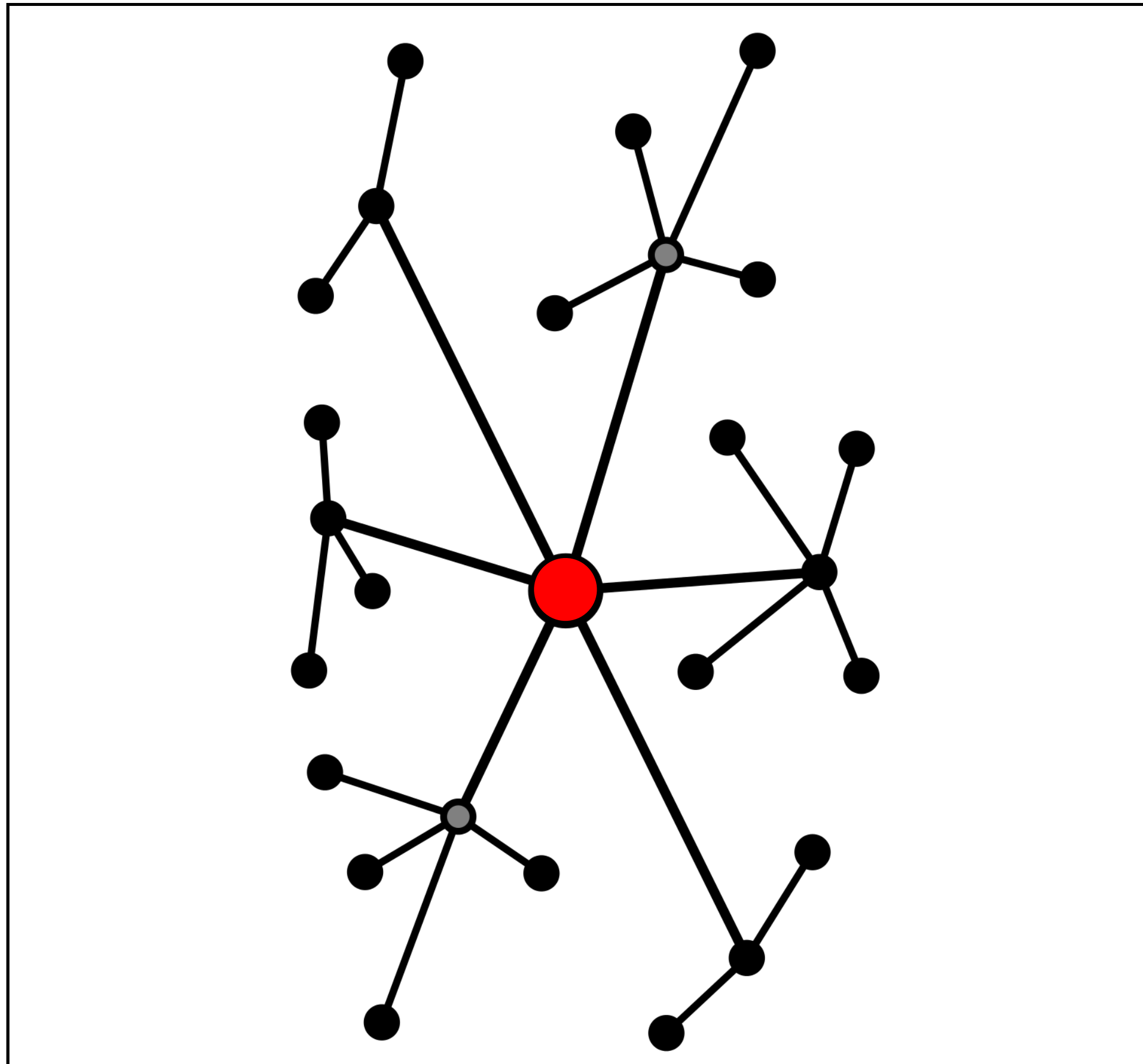


## Centralized Consulting Model

Most consultants start out using a centralized control model with them at the center of everything. This includes: Clients, contractors, billing, support etc.

This is the best model to use when starting out because you can oversee everything yourself, it's fast, it's simple and you don't need to rely on anything else.

The problem arises when you start to add more clients, contractors and processes to the system with you still at the center. Eventually, with enough scale, this model will break and/or the consultant will burn out.



## Decentralized Consulting Model

For a consulting business to scale successfully it must switch from a centralized model to a decentralized model.

A decentralized model means that the consultant is no longer the only resource for information, there are multiple sources for information and both clients and contractors can go to these sources and get what they need without interrupting the consultant.

Most people think that this means hiring people, but that's not the only way. You can use things like: Facebook groups, FAQ documents, Help centers, Workflow documents etc.