



# The Pros/Cons of Project Consulting

*Kelly Harris and Ben Pinto*



## Introductions

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- Kelly Harris, Harris & Dickey



- Ben Pinto, Thomas Edwards Group



# Agenda

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- Understanding Project Consulting and Interim Services
- Benefits of Project Consulting and Interim Work
- Concerns of Project Consulting and Interim Work
- Locating and Pricing Project and Interim Work
- What Companies are Targeting for Project/Interim
- Working with Project Consulting and Interim Firms
- Putting Yourself in the Best Position for Opportunities
- General Market Update and Questions



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# Understanding Project Consulting and Interim Services

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- Project Consulting
- Interim Work
- Contract to Hire



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## Benefits of Project Consulting and Interim Work

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- Cash Flow
- Fresh / New Experience Learning
- Confidence
- Flexibility
- Work/Life Balance
- Less Politics



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## Concerns of Project Consulting and Interim Work

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- Impact on Permanent Job Search
- Downtime
- Uncertain Ending of an Assignment
- Dealing with Multiple Firms
- Matching Skills to the Project Needs



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## Locating and Pricing Project and Interim Work

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- Networking
- Online/Internet Postings
- Project Consulting Firms
- Search Firms and Agencies
- Roles Dictate the Pay
- Win-Win Pricing



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## What Companies are Targeting for Project/Interim Work

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- Hot Projects
- Technical Expertise
- Industries
- Software



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# Working with Project Consulting and Interim Firms

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- Finding a Match with Your Background and Needs
- W-2 vs 1099
- Commitment
- Communication



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# Putting Yourself in the Best Position for Opportunities

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- Resume
- Interview skills
- Versatility/Expertise
- Professionalism
- Reputation
- Virtual Interviews/WFH Capabilities



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# General Market Update and Questions

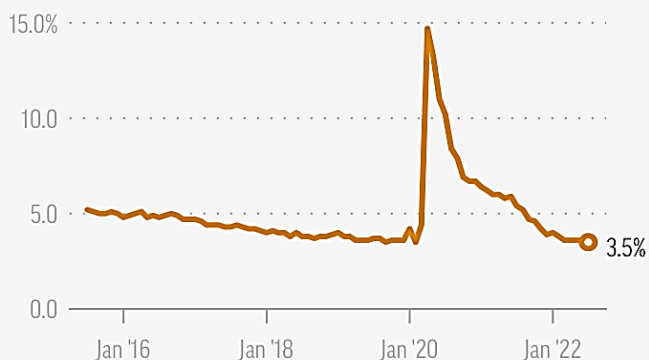
- Pre-pandemic Market
- Post-pandemic Market
- Questions



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# General Market Update and Questions

## US unemployment rate



Source: U.S. Department of Labor



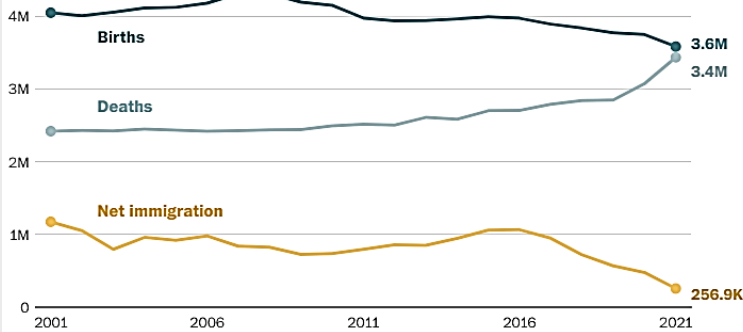
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# General Market Update and Questions

## Steep declines in immigration as overall population growth falls

12-month totals ending in July of labeled year

— Births — Deaths — Net immigration



Source: Brookings Institution

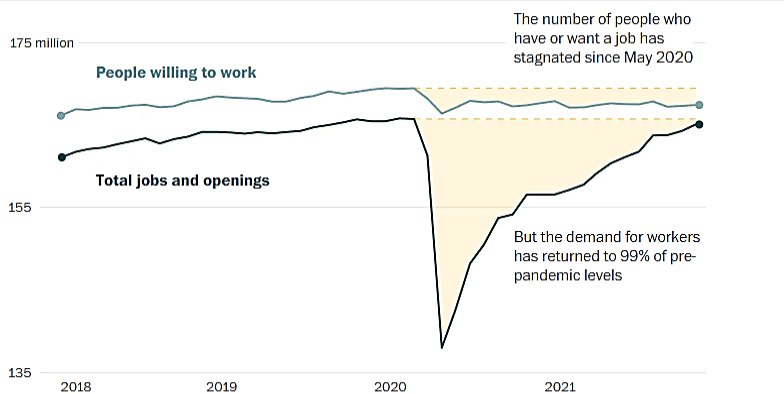
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# General Market Update and Questions

Demand for workers has recovered, but the number of willing workers has not



Seasonally adjusted

Source: Bureau of Labor Statistics

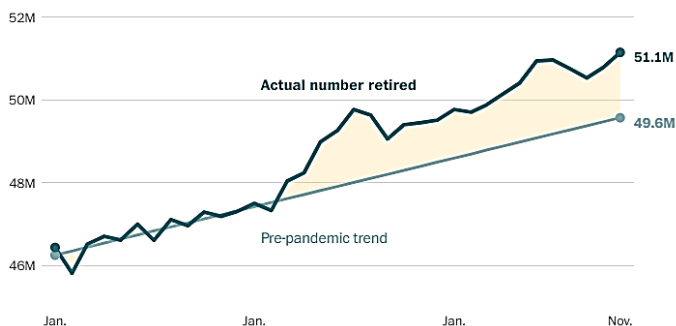
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# General Market Update and Questions

**Over 1.5 million more people are retired than would have been expected before the pandemic**



Not seasonally adjusted  
Source: Bureau of Labor Statistics

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Thank you for your  
time and your  
participation.

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