



# Bulletin – August 2022

---

## Committee Contact Details

### Chairman

Bill Edwards

### Secretary

Dermot Hanna

### Treasurer

Michael Roberts

### Other Committee Members

Katie Anderson

Keith Earnshaw

Bruce Green

Hooshang Zavareh

## Annual General Meeting

The AGM is rescheduled for 27<sup>th</sup> September 2022 in Burlington House, London.

Theme: Sustainability in Industry

11.00 Arrival & Registration

### Linked-in page:

Royal Society of Chemistry Consultancy Group

RSC: <https://my.rsc.org/groups/home/157>

## The Consultancy Group

The Group is one of the Royal Society of Chemistry's many Interest Groups. The Interest Groups are member-driven groups which exist to benefit RSC members, and the wider chemical science community, in line with the RSC's strategy and charter.

The Group provides a forum for RSC members who are consultants. Members may be self-employed, in partnerships or employed by commercial organisations or academia. Many of the members of the Consultancy Group also act as Expert Witnesses in criminal and/or civil litigation.

The Group arranges meetings and workshops to provide networking opportunities and training in aspects of setting up and running a consultancy business.

We also give members access to some of the material that has been presented at meetings of the Group.



## Considering a career as an independent consultant?

What do you do if you need to change your formal career perhaps following redundancy, a break from work or returning to work after retirement? Working as an independent consultant might seem an obvious choice especially if you have previously worked for some time and have accumulated a lot of experience in your field.

The possibility of earning an income whilst working flexibly and being your own boss allures people to get started without much planning. After all, you have the scientific, technical or management skills, and in your previous work, you have been tackling bigger challenges than becoming a consultant.

At this juncture, what is often missed is an understanding of one's objectives, what is being offered, a plan to market the offerings and a realistic expectation of reward. Here are some tips:

When people work for an organisation as an employee at any level, their standing is linked to that organisation. To work independently, one needs to build their own reputation as a consultant hence, new consultants should not expect a flurry of enquiries and projects on day one and instead, be prepared to work on marketing their consultancy services.

Sometimes people go to consultancy as a stopgap measure while they are in between jobs or are semi-retired and wish to supplement their income. This enables them to offer their expertise in a specific subject to a niche market. Although job satisfaction from doing this type of work can be high its financial return is also limited. However, consultancy can be approached as a business enterprise in which the consultant works for the business entity, as its proprietor or its director. This requires a change in the mindset as it widens the scope of the services that the business (rather than the consultant) can provide

and thereby leads to more handsome and sustained workflow and rewards.

A mindset change also requires the consultant to accept the fact that they need to shoulder key business administration responsibilities in order to run the business smoothly and that includes routine tasks that might seem mundane. But, being a freelancer or sole trader doesn't mean the consultant should work all alone and can recruit support services including office personnel, marketing, legal, IT and accountants.

In the same way that small businesses can develop and grow consultants can also expand their reach by collaborating with other consultants who provide complementary skillsets or services. Whilst this notion is counterintuitive if practised appropriately it results in a win-



## Directory of Consultants

The Royal Society of Chemistry has a list of consultants that are registered with them. It can be found at:

<https://www.rsc.org/membership-and-community/directory-of-consultants/>

The Directory is a service provided by the Royal Society of Chemistry to members, professionals and the public. The information supplied in this directory, and the services offered and delivered, are entirely the responsibility of the consultants themselves, and not the Royal Society of Chemistry.

The consulting experts listed in this directory are all full members of the Royal Society of Chemistry and are bound by the RSC [code of conduct](#).

The Royal Society of Chemistry is not responsible for the content of external websites.

The consultants' profiles are organised into separate pages by area of expertise;