

7-Week Online Program Helps Experienced Professionals Turn Their Expertise into a Profitable Consulting Business

The program combines presentations, workshops, panel discussions, practical exercises, networking, and feedback to help participants transform their expertise.

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In this time of major disruption in the workforce, many skilled professionals are craving meaningful work on their own terms with their own consulting businesses...”

Michael Roach

The Rochester Professional Consultants Network (RPCN) is now accepting registrations for its 2026 Consulting Business [Launchpad](#), a seven-week, hands-on program designed to help experienced professionals turn their knowledge, skills, and industry experience into a successful independent consulting business.

The program begins September 28, 2026, and runs through November 9, 2026, with live Monday sessions from 8:00 a.m. to 12:00 p.m. via Zoom. The online format makes the program accessible to aspiring and practicing

consultants throughout New York and beyond.

"In this time of major disruption in the workforce, many skilled professionals are craving meaningful work on their own terms with their own consulting businesses. This 7-week program is similar to many business bootcamps, but speaks specifically to the modern-day entrepreneur and consultant. Attendees get instruction from business leaders across the US."

For many experienced professionals, becoming a consultant can be an attractive next chapter. They may have decades of knowledge and an impressive track record in their profession, yet still face a fundamental challenge: Knowing how to do the work is different from knowing how to build a consulting business.

The intensive program combines presentations, workshops, panel discussions, practical exercises, networking, and feedback to help participants transform their expertise into a business clients understand, value, and want to buy.

Whether participants are transitioning from a corporate career, responding to a recent career change, building on early consulting success, or strengthening an existing practice, the

Launchpad provides a practical roadmap for moving forward.

Throughout the seven-week program, participants will learn how to:

- Define a Business Clients Want to Buy — Identify the right services, ideal clients, business problems to solve, and expertise that creates value.
- Create a Powerful Value Proposition — Clearly communicate what makes their services valuable and different while shifting client conversations away from price alone.
- Build a Marketing System That Works — Use branding, networking, content marketing, and digital strategies to increase visibility and create opportunities.
- Sell Without Feeling “Salesy” — Learn practical methods for finding, qualifying, developing, and winning clients while building authentic professional relationships.
- Leverage AI, Tools, and Resources — Explore ways emerging technology and other resources can save time, improve productivity, support marketing, and enhance consulting services.
- Present Like a Trusted Advisor — Strengthen presentation and communication skills and receive constructive feedback from experienced consultants.

Participants will work toward defining their value proposition, identifying ideal clients, developing a practical pricing strategy, and creating a market-ready consulting offer they can begin putting into action immediately.

The program concludes with participants delivering a 10-minute value presentation reviewed by a panel of seasoned consultants, providing an opportunity to practice communicating their expertise and receive real-world feedback.

More Than a Class — Build Your Consulting Network

One of the greatest challenges facing [independent consultants](#) is working alone. Launchpad participants will connect with experienced local consultants, business experts, and other professionals who are building consulting businesses of their own.

Those relationships can provide valuable peer support, referrals, collaboration opportunities, mentoring, and professional connections long after the seven-week program concludes.

Registration and Early-Bird Savings

2026 Consulting Business Launchpad

September 28–November 9, 2026

Mondays, 8:00 a.m.–12:00 p.m.

Online via Zoom

Early registration saving is available through August 31, 2026:

Professionals considering the program are encouraged to explore RPCN membership. New members can join RPCN for \$125 and save \$200 on Launchpad tuition, while also gaining access to RPCN's year-round networking, educational programs, peer forums, [professional development](#) opportunities, and consultant community.

For program details and registration, visit:
Rochester Professional Consultants Network
www.rochesterconsultants.org/launchpad

About Rochester Professional Consultants Network

Founded in 1990, Rochester Professional Consultants Network, Inc. (RPCN) is a New York nonprofit and 501(c)(3) organization dedicated to supporting independent consultants and professionals exploring consulting careers. RPCN provides education, networking, peer support, professional development, community outreach, and opportunities for consultants to learn from one another.

RPCN serves consultants from diverse professional disciplines, with many members based in the Greater Rochester region and serving clients locally, nationally, and internationally.

Rochester Professional Consultants Network
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