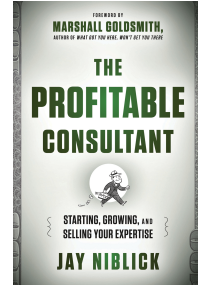


For Immediate Release

Bestselling Author Jay Niblick, and Wiley Publishing, Release New Book Focused on Fastest Growing Job in the Country

In response to the dismal job market, the role of Independent Consultant is the single fastest growing career in the United States.



KNOXVILLE, TN, April 15th, 2013. If there is one positive upside to the current job market, it is the return of the entrepreneurial spirit. Bestselling business author Jay Niblick's new book *The Profitable Consultant – Starting, Growing and Selling Your Expertise* helps these entrepreneurs start successful businesses.

Due to the **massive downsizing** of the last five years, many former employees are giving up on finding a new job and deciding instead to just start their own consulting business.

The lackluster **March jobs report** released last Friday reflects a trend that has been happening for a couple of years now. People are dropping out of the jobs race and deciding instead to start their own consulting business. According to the US Bureau of Labor and Statistics, "Independent Consultant" is *the* single fastest growing job in the country right now, with **84% growth**. That's nearly double the next closest job title. This is no new occurrence either, rather a slow and steady change in how our economy works. The number of self-employed people has swelled by 1.3 million since 2001 to 10.6 million in 2012 (a substantial 14% increase). Says Jay Niblick, *"We're seeing the creation of a true free-agent economy. Over the next five years 800,000 former employees will become entrepreneurs. As first timers, however, most will struggle with a wide variety of responsibilities and duties that they've never had to tackle before."*

The Profitable Consultant explores this trend and the issues these consultants will face. It is in direct response to the growth in consulting jobs that John Wiley & Sons has dedicated a book catering exclusively to this occupation; the first in many years.

"The *Profitable Consultant* takes a hard – sometimes brutal – look at the logic behind how consultants have historically tried to grow their practices and offers a refreshing, effective and surprisingly simple alternative...that just works!"

~ Anthony Robbins, Entrepreneur, Bestselling author and Peak Performance Strategist.

"Jay Niblick rewrites the sales and marketing playbook for the consulting and coaching industry!"

~ Marshall Goldsmith, Bestselling author of *What Got You Here Won't Get You There*, and *Mojo*.

About the Author: Jay Niblick (www.jayniblick.com) is the founder and CEO of Innermetrix Incorporated (www.innermetrix.com), a consulting firm with offices on five continents. Considered an expert in entrepreneurialism, consulting, leadership, business coaching and sales and marketing, Jay has been a consultant and keynote speaker in 23 countries. He has coached thousands of independent consultants, and collectively, they have consulted to 10,000 corporations and 1,200,000 employees. Jay also sits on the Board of Directors at the Robert S. Hartman Institute – a think tank at the University of Tennessee dedicated to the study of decision-making.

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