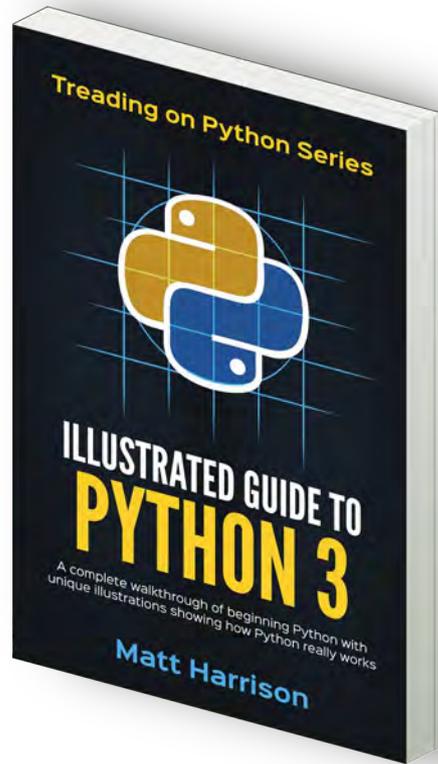


# Consulting for Introverted Developers

@\_\_mharrison\_\_



# About Me

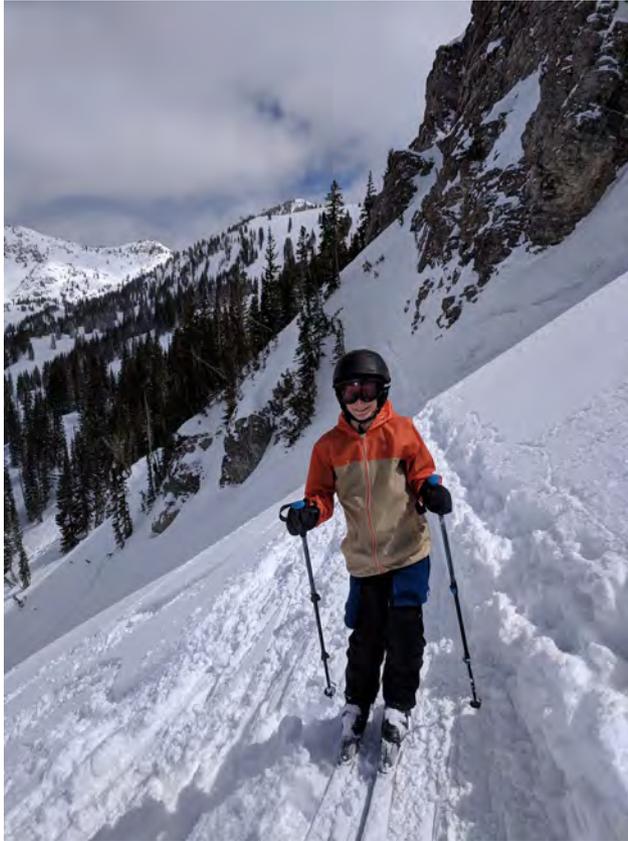


- School / work in Bay Area
- Ran Utah Python for 5 years
- Author of multiple Python and Pandas books
- Corporate training & consulting through MetaSnake

# MetaSnake

- Get technical people really understanding Python
- Get Python programmers grokking intermediate & advanced skills
- Get technical people training on Data Stack (SQL, Pandas, Machine Learning, Jupyter, Spark)
- Consulting (AI route planning, Loan delinquency, Course classification & churn, Code review, MVP for commercial real estate marketplace, Architecting ad reporting and predictive services)

Like



# Don't Like

- Sales
- Large groups

# Why You Should Ignore Me

- Background: White
- Situation: 4 Kids
- Data: Anecdotal

# Consulting

People pay you for your expertise

# Why Consulting?

- Money
- Time
- Autonomy

# Why not?

- Sales
- Marketing
- Running a company
- Competing with a race to the bottom (computers/people)

# First Order

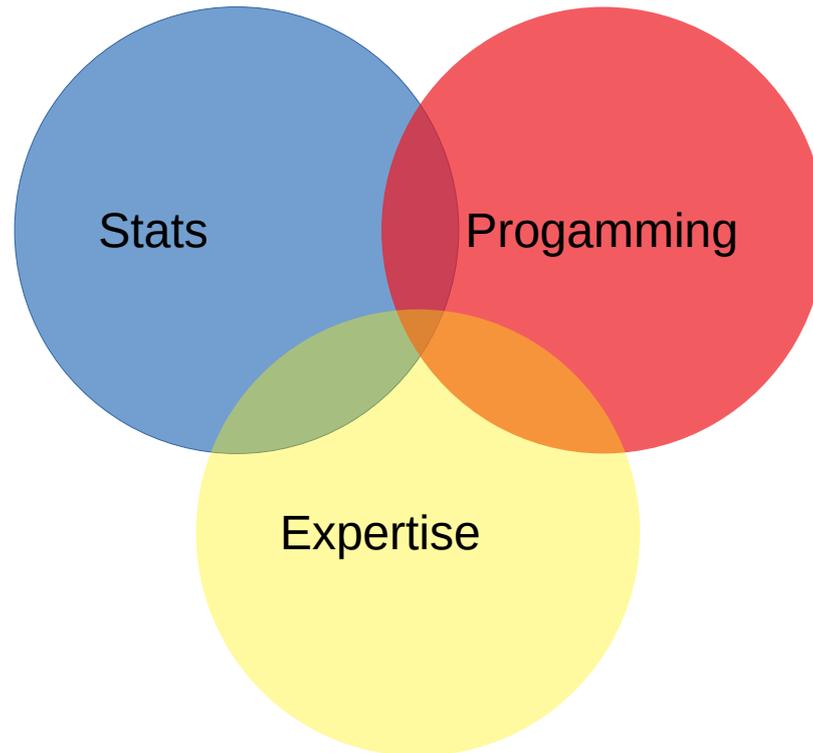
- Get an accountant
- Form an LLC
- List it on your LinkedIn

# If you decide to go solo

- Find a good (health) insurance broker

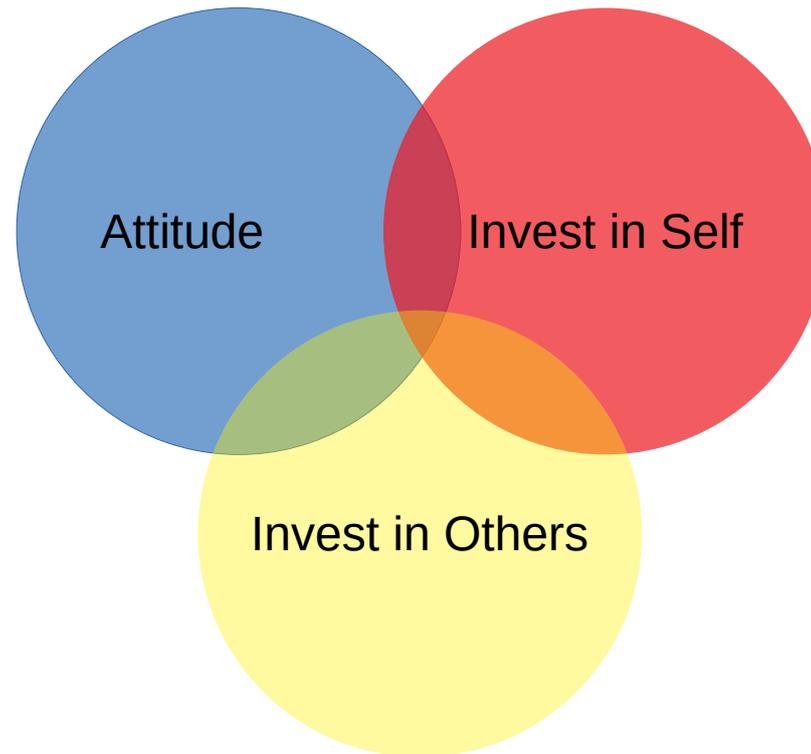
Professionals often have insider tips. Leverage those

# Venn Diagram of Data Science



Inspired by Drew Conway

# 3 Things



Attitude

# Abundance Mentality

There is more than enough work to go around

# Attitude

"There once was a young man whose friend was speaking at all of the conferences and he wasn't..."

# Conferences

*Attending a conference is mostly a waste for me*

# Conferences

*Speaking* at a conference is completely different

# Conferences

I expect to get business from this talk

# Source of Work

I get pitched all the time on LinkedIn, but 90%+ of my work is from my network or conference work

# Attitude

Write down and review your goals!

Invest in Self

# Invest in Self

Let me tell you the story of a boy who wanted to create the first Python series for Pluralsight ....

# Invest in Self

On Linux

# Invest in Self

Buy/use correct tools

# Invest in Self

Let me tell you the story of a boy who decided to create a book from his conference tutorial...

# Invest in Self

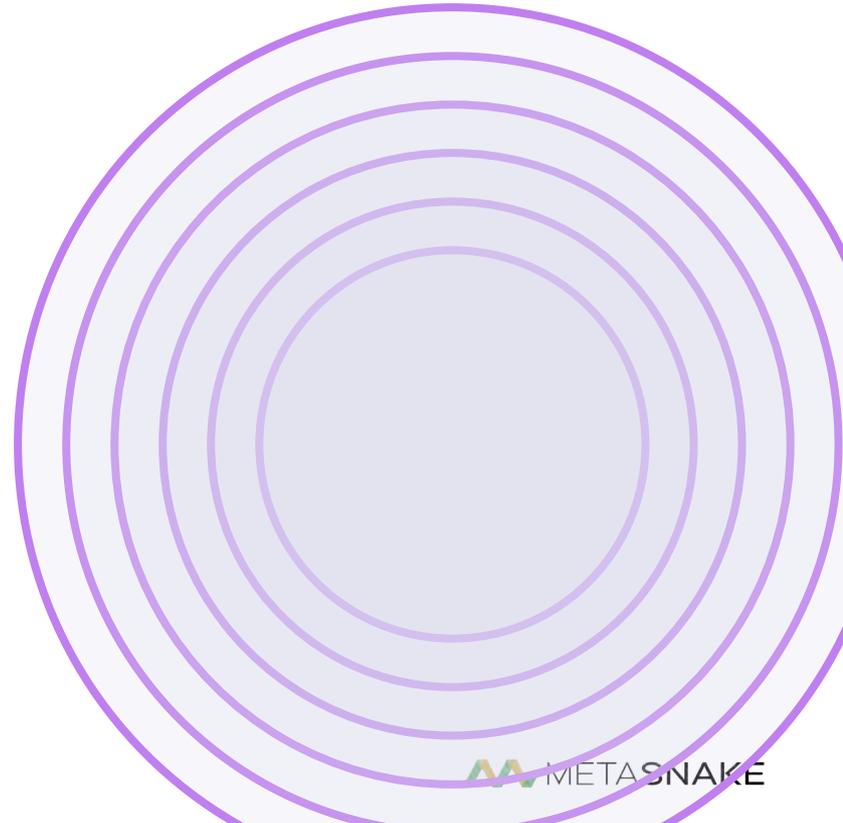
- Book is a business card
- Self-publishing is easy
- Publishers want good content

# Invest in Self

Become a leader

# Onion Skin of (Open Source) Participation

- Heard of
- Use
- File bugs/use mailing list
- Submit PR
- Committer



# Onion Skin of Participation

Let me tell you the story of a colleague who wanted to become a Core Python committer...

# Become a Leader

- Meetup
- Learning
- Sharing
- Blogging
- Presenting

# "Effectiveness of Public Work"

- Blog
- Tweet
- Contribute to Open Source
- Give Talks
- Record Screencasts
- Write a Book

<https://www.dropbox.com/s/jk7216yr30ztpdp/DavidRobinson-RStudio-2019-old.pdf?dl=0>

# Invest in Self

- Get enough sleep
- Exercise

Invest in Others

# Abundance Mentality

There is more than enough work

# Abundance Mentality (2)

It's a small world. I personally know most of the other Python trainers (who also consult and write books). They are not my competition.

# Attitude

Rather than pitching everyone your service, ask "What can I do for you?"  
(w/o expecting payment).

# Mastermind Group

Connect with people who do similar things or who are doing what you want to do.

# Clients as "Others"

- Give clients a fair price
- Be willing to drop clients

# Teach

Share on Social Media

# Invest in Others

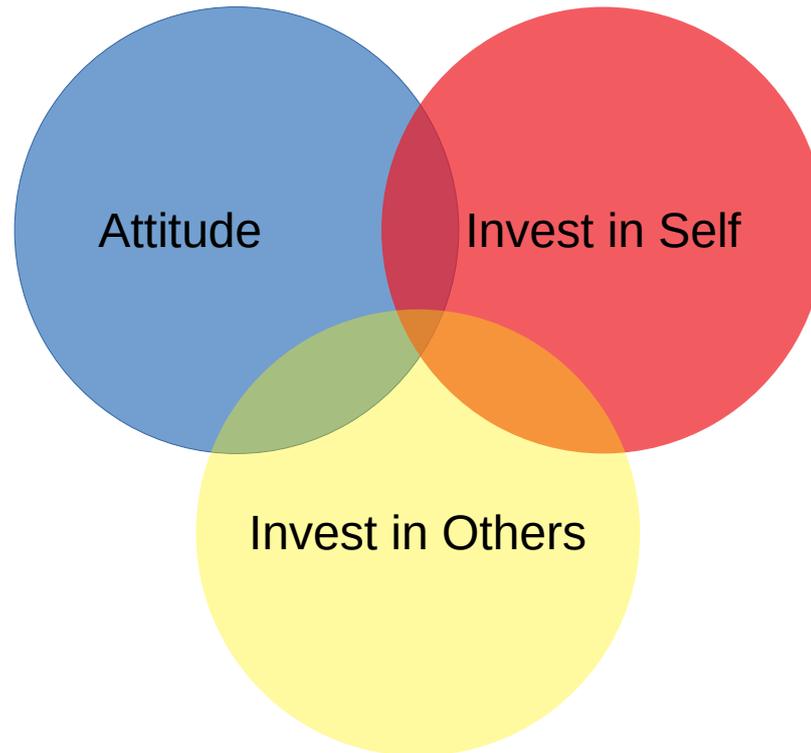
Be charitable:

- Donate
- Teach at schools

# Book

Helpful book *The Coder's Path to Wealth & Independence* by Mark Beckner

# Summary



# Thanks!

Reach out:

- @\_\_mharrison\_\_ (Twitter)
- LinkedIn
- MetaSnake for training