

# Why Hire a Consultant?

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## **13 Great Reasons to Hire a Consultant:**

1. To bring temporary or on-going expertise that supplements, not supplants, your staff.
2. To help with a special need; to do the specialized work.
3. To obtain expertise that you don't have and to deliver quality that you might otherwise not be able to afford to hire.
4. To provide confidentiality or to inject an objective voice.
5. To bring in the "outside expert". Sometimes leadership perceives that it's only the opinion of "the expert" that counts.
6. To see the situation through fresh eyes, without the filters and preconceived notions that internal people may have.
7. To gain efficiency: One can:
  - a. ask a staff person to do something they don't have time to do,
  - b. hire a mediocre full-time person at a salary below the level of an experienced expert, or
  - c. hire an experienced consultant.
8. It is a matter of capacity and efficiency.
9. To enable all staff and volunteers to fully participate in a process such as strategic planning, without one of them having to wear a facilitator's or coordinator's hat too.
10. To achieve the efficiency of having an expert for a short period of time. Most organizations have needs that require specialized skills, but which are not sufficient in scope to justify a full-time employee.
11. To get the job done efficiently. A consultant, guided by expertise and experience, is more likely to get the job done right the first time.
12. To model and offer learning - something that a staff person may not be able to do as freely just because of perceived power issues, hierarchical constraints, etc.
13. To ask the right questions.