

## A Better Way for Independent Consultants to Work with Corporations

### Bill more and keep more!

PrōKo Consulting is a modern talent model that enables independent consultants to work with companies profitably while in compliance with employment law. Our innovative model and collaborative network provide project referrals and 1099 compliance for better tax deductions. As a result, you can access more projects, get a higher rate, and keep more of what you earn.

### Why PrōKo is a Huge Advantage for You

- ❖ Tap into a collaborative network with bonuses for referrals.
- ❖ Benefit from corporate representation that pays on a 1099 basis (not a W-2).
- ❖ Work under rock-solid contracts and subcontracts to help you keep self-employed tax and retirement benefits.
- ❖ Take advantage of contract review and rate negotiation assistance (if desired).
- ❖ Save time and let PrōKo manage the corporate compliance process, billing, and collections.
- ❖ Save money by using PrōKo's \$5 million in insurance coverage, including "Errors & Omissions".
- ❖ Get the higher billable rates you deserve!
  - Conventional agencies and boutique consulting firms charge 15-30% or more. Why give up 20% or more of your income when you don't have to?

### Join a Network of Top-Tier Professional Consultants

Not everyone can be a PrōKo Consultant – we only collaborate with the best! All PrōKo Consultants:

- ❖ Have at least 15 years of experience in their field.
- ❖ Have prior consulting experience with large, "gold standard" consulting firms or Fortune 500 companies.
- ❖ Have consciously chosen consulting as their career; they are not "in between jobs".
- ❖ Have exceptional interpersonal skills; they transition easily from the shop floor to the boardroom.
- ❖ Have excellent, verifiable references.
- ❖ Are smart, professional, ethical, and worthy of personal referrals.

PrōKo helps consultants network and convey a strong professional image.  
*Plus, it's not exclusive!*

### Stay Independent and Boost Your Income!

By not being paid as an employee on a W-2 basis, independent consultants can take advantage of significant tax savings (provided they contribute to a self-employed IRA or individual 401K and take other tax deductions).  
*These savings can represent up to 5% of income in some cases. One year a PrōKo consultant saved over \$6,000 in taxes by staying independent.*



# "Friends Don't Let Friends W-2!"™

## How PrōKo Consulting Works

- ❖ You learn about a potential project, or the PrōKo network refers one to you.
- ❖ You tell the client you are represented by PrōKo Consulting, an agency that handles the contracting and compliance process on your behalf.
- ❖ You contact PrōKo with the project information and we discuss your desired rate for the project.
  - PrōKo will help negotiate the project rate, refine the Statement of Work, and handle the contracting process.
- ❖ PrōKo enters into a primary contract with the client; then PrōKo enters into a subcontract with you.
  - This creates a one-step-removed transaction to mitigate the client's co-employment risk.
  - This also clarifies relationships and brings transparency to the contracting process.
- ❖ PrōKo pays you on a 1099 basis, not as a W-2 employee, to enable better tax deductions.
- ❖ PrōKo provides the corporate structure and insurance coverage so you save money on annual premiums and fees.

*"Before PrōKo, I declined projects because the rates were too low. Companies were used to working with boutique agencies that imposed a huge mark-up of 30% or more (and thus paid independent consultants less). The PrōKo fee is tiny by comparison. By adopting the PrōKo model, I've been able to take on more projects and earn more income."*

— ROBERT LUCO,  
INDEPENDENT CONSULTANT

### Consultants love PrōKo because they:

- › Gain access to insurance coverage, corporate representation, and a collaborative referral network.
- › Receive more income due to significantly smaller mark-ups (compared to staffing agencies and traditional consulting firms).
- › Are paid on a 1099 basis so they can take advantage of self-employed tax and retirement benefits.

### Companies love PrōKo because they:

- › Can hire top-tier talent at better rates (without excessive mark-ups).
- › Effectively mitigate their co-employment risk.
- › Know they are hiring a high quality professional.



Talk with PrōKo Consulting today.  
We can help you bill more and keep more!

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