



Resources

“So You Want to Be a Museum Consultant?”

Professional Development Webinar

Wednesday, March 20, 2024

Resources Cited by the Speakers

Melody Cabán ([Melody Cabán Consulting](#)):

[Honeybook](#)

[Notion](#)

[Squarespace](#)

Richard Josey ([Collective Journeys, LLC](#)):

[Otter ai](#)

Sarah Pharaon ([Dialogic Consulting](#)):

[Canva](#)

Sean Kelley ([Museums Can Do More](#)):

[Clockify](#)

Additional Business Development and Support Organizations

While everyone's experience is different, the following resources have been useful to members of the IMP. Quotes are from specific IMPs describing their experience with this resource.

Independent Museum Professionals

(of course!)

<https://www.indiemuseumpros.com/>

Member-led organization designed to build community and foster collaboration among IMPs who represent varied disciplines, levels of professional experience, and diverse perspectives.

Small Business Development Center(s)

<https://www.sba.gov/local-assistance/resource-partners/small-business-development-centers-sbdc>

Free, federally-funded, with local branches across the US. SBDC provide counseling and training to small businesses. *"Great for figuring out the steps for launching your business and for locating local lawyers, accountants, insurance brokers, etc. who are willing to work with freelancers and small start-ups."*

SCORE

<https://www.score.org/>

SCORE is the mentorship arm of the U.S. [Small Business Administration](#). A business mentorship program. *"I've had mixed success with SCORE. Initially I was told that I needed to be in business for 2 or 3 years before they could offer much help. Since then, they have been far more helpful. You get paired up with a mentor and like all mentors, sometimes you have to try a few before you get one that you work well with."*

Freelancers Union

<https://freelancersunion.org/>

NYC-based non-profit that supports and advocates for freelancers (across the U.S.) Does a lot of advocacy work, promotes passage of the [Freelance Isn't Free Act](#) in cities and states across the U.S. Free to join the mailing list and to attend webinars on crafting contracts, promotion, etc. Lots of [resources](#) around legal issues and contracts, taxes, insurance, etc. There is also a [Black Freelancers Directory](#). Note that webinars that are recorded tend to be available for only a month after they were live.

Peer Support Organizations

Nonprofit Consultants Virtual Network

<https://www.facebook.com/groups/1652788005015491>

Closed Facebook group of people who provide consulting services to nonprofits. *"I've found this a very helpful group, especially around client management. Read the group rules!! (e.g. zero self-promotion with a few strict exceptions; no discussion of actual fees, etc.)"*

Freelancing Females

<https://www.facebook.com/groups/freelancingfems>

Closed facebook group related to Freelancing Females.com. *“Unlike the (gender-inclusive) Nonprofit Consultants Virtual group, this group does seem to allow discussion of actual fees in discussion of pricing strategies. (Note that unlike Freelancer’s Union, [Freelancing Females](#) itself does not appear to be a nonprofit, though membership isn’t required to join the FB group.”*

Lifestyle Business League

<https://www.lifestylebusinessleague.com/>

Paid membership community for entrepreneurs running business that are also guided by their values. IMP member comment: *“This has been a huge help to me building my business. These folks come from all different sectors, and there are monthlyish gatherings about different relevant topics. If you apply and register, use code RACHEL for \$25 off.”*

Money Health Collective

<https://moneyhealthcollective.org/>

“Kind of like free financial therapy. They host conversations about money that you join with a group of strangers. Not about money specifics, but about how you’ve come to feel and believe what you feel and believe about money. This was helpful to normalize talking about money and get me thinking about it in more holistic ways.”

Service Providers

If you want to explore local providers, note also that your local Small Business Development Center (listed above) may be able to provide you with a list.

Tax Prep and Advice

H&R Block Small Business Tax Advisors "Block Advisors"

<https://www.blockadvisors.com/>

“These folks offer tax prep with experience in small businesses. While I got some good advice on forming an LLC and considering an S-Corp, most of the benefits were in what is actually deductible expenses and how to categorize expenses in preparation for taxes. They do offer more services, like accounting, but I have stuck with basic tax prep.”

Sunlight Tax

<https://www.sunlighttax.com/>

“This is a one-woman show (not really an organization), but she’s engaging and offers a number of methods of support, including free webinars and a podcast.”

Brass Taxes

<https://brasstaxes.com/>

"I haven't used them to do my taxes in a while, but they were very good at explaining what they were doing and helping me understand freelancer taxes."

IT Support

Bask

<https://www.bask.com/>

"The best tech support I've ever used. They remotely get onto your computer, and they have solved every tech problem I've had. Some have been weird software interactions with my OS. \$300 may be a lot for some people. But if you think of losing a half-day of work or more. . . it's worthwhile. They can only provide computer support if they can connect to your computer. So when I had wifi issues, I had to get an ethernet cable to connect. They refused to provide phone-only support."

Software Deals

AppSumo

<https://appsumo.com/>

"Handy apps from website design, to collaboration, AI, and Video. Great prices on software and apps, but limited time discounts, limited products."

Books

Museum Mercenary: A Handbook for Independent Museum Professionals

By Rebecca Migdal, published by Rowman & Littlefield.

<https://rowman.com/ISBN/9781538118603/Museum-Mercenary-A-Handbook-for-Independent-Museum-Professionals>

A "how to" book, written by an independent museum consultant, for any museum professional looking to launch a museum-related freelance business.

Working for Yourself: Law & Taxes for Independent Contractors, Freelancers & Gig Workers of All Types

By NOLO

<https://store.nolo.com/products/working-for-yourself-wage.html>

"I used this book (earlier edition) when I first started out, it was very comprehensive and has templates for contracts, ways to figure out how much to charge, etc. It was so helpful for someone who knew nothing about running a business."