

# Weighing the Pros and Cons of Hiring a Consultant

What's the Right Choice for Your Community?

## Advantages of Working Directly With a Provider

### KEEP MORE MONEY IN YOUR COMMUNITY

While consultants may not charge communities directly, they often take a portion of the deal, reducing potential savings. Partnering directly with a provider eliminates the added expense of a consultant, allowing your Association to allocate more of its budget directly into solutions that benefit your residents.

### DIRECT ACCESS TO EXPERTISE

Telecom providers are specialists in their field, offering deep knowledge of their products and services, and direct expertise that ensures informed decisions without relying on third-party input.

### TRANSPARENT RECOMMENDATIONS

Make informed decisions based on your unique needs by hearing directly from your telecom provider. This ensures transparency and eliminates the potential for external influences that could compromise your visibility or understanding of critical details.

### INCREASE OF BOARD INFLUENCE

Working directly with a provider keeps the board at the center of the decision-making process, empowering members to tailor solutions to the unique needs of the community.

### BUILD A LONG-TERM PARTNERSHIP

Providers remain committed after the agreement, offering ongoing support and flexibility as the community's needs evolve.

## Benefits of Hiring a Consultant

### TIME-SAVINGS

Consultants can streamline certain aspects by managing research, evaluations, and negotiations, saving some time for board members.

### INDUSTRY KNOWLEDGE

Consultants have experience navigating telecom contracts and providers, helping Associations make informed decisions and identify potential challenges, such as hidden fees or unclear terms.

### IMPARTIAL RECOMMENDATIONS

A good consultant is impartial and focuses solely on your community's needs, avoiding provider bias.

### TECHNICAL ASSISTANCE

Consultants help simplify complex technical details, making them more accessible for board members.

## Tips for Success When Using a Consultant



### Vet Consultants Thoroughly

Check references, reviews, and ensure they are truly independent.



### Set Clear Goals

Clearly outline your community's needs and expectations to guide the consultant's work.



### Balance Consultant Input with Community Oversight

Use the consultant's expertise to inform decisions, but keep the board involved and in control.