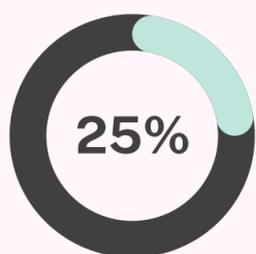


# SURVEY RESULTS

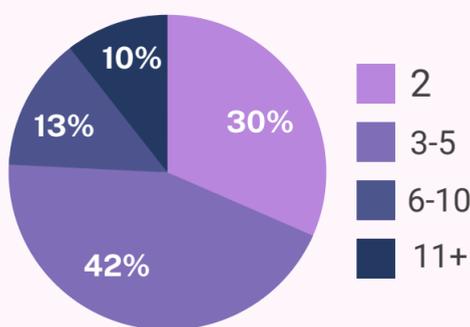
## IEC Teams

We surveyed 100 independent educational consultant practices that have more than 1 team member. Here is what we learned.



### MULTI-CONSULTANT PRACTICES

In a [previous survey](#) of 680 IECs, 25% reported working as a part of a larger team.



### COMPANY SIZE

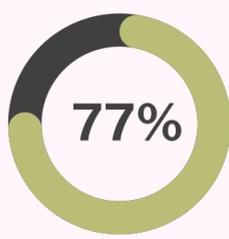
We asked how many team members comprise each IEC team responding to our survey. Most responses came from teams of 3-5.



### SPECIALISTS

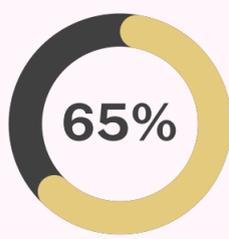
A look at the different types of specialists IECs employ as a part of their team.

### COMPANY OWNERSHIP



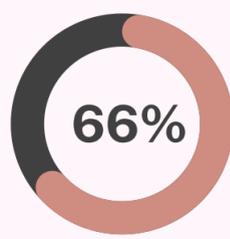
77% reported 1 company owner in contrast to multiple owners

### OFFICE ADMINISTRATORS

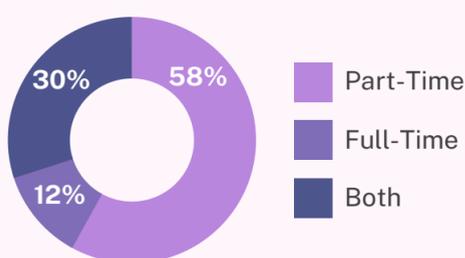


65% employ someone who is solely focused on office administrative work

### INTERNS



66% bring on interns to the team



### PART TIME VS. FULL TIME

Most IECs employ part-time team members only (less than 20 hours per week). 30% employ both part-time and full-time team members.



### EMPLOYEES VS. CONTRACTORS

56% reported bringing on only contractors, 25% only employees, and 19% brought on a combination of both employees and contractors.

### ROLES AND RESPONSIBILITIES OF TEAM MEMBERS

Here is a look at three different ways that IECs have chosen to grow their practice.

38%

Team of consultants and support staff/specialists

35%

One consultant, everyone else is support staff/specialists

27%

Team of consultants only

### STUDENT MANAGEMENT



One assigned counselor



One assigned counselor with specialists assisting



Multiple counselors work with the same student

### BEST ADVICE WHEN LOOKING TO GROW

Go slowly. Be sure you retain the work you love. Create a system that allows for great customer service.

Choose trustworthy, compassionate people. You can train them or help them get educated in all the rest.

Make sure you find consultants who share your values and are trustworthy

Be prepared for running a business, not just being a consultant who works with students. Reduce your own client case load to leave time for training/managing team and related paperwork.

Find people that you like to work with and can learn from, who will complement and challenge you, and whom you can enjoy drinking a beer with!

Join IECA and take advantage of their networks. There is a group focused on supporting, advising, and mentoring IEC's who want to grow their team.