



# **I.T. Scams: How Even Ethical Computer Guys Rip-Off Their Clients And How to Avoid Being Their Next Victim**

*Mark C Adair*

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## **I.T. Scams: How Even Ethical Computer Guys Rip-Off Their Clients And How to Avoid Being Their Next Victim** Mark C Adair

This book will reveal what every small business owner must know about finding the right computer consultant. Read This Book To Discover: - The 5 types of technical support available and the pros and cons of each - 5 critical facts you must know before moving to the cloud - How to avoid getting ripped off, disappointed, or paying for sub-standard work - 12 warning signs that you hired the wrong computer consultant - Viruses, worms, spyware, and hackers: what you need to know to protect your company from invasion - Insider secrets to contracts, payment schedules, and rate negotiations - 10 critical characteristics to look for in a competent computer consultant - Why you need to avoid "cheap" or "bargain" computer repair shops - How to turn technology into a competitive advantage instead of a drain on your time, money, and resources - What "managed services" means and why thousands of business owners are now demanding this type of support from their computer consultants

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