

Developing Profitable Relationships – Content Library

Learning Modules

- How do you add value to your contacts (Module)
- Developing client relationships (Module)
- Key client management 'best practice' (Module)
- What you should know about your client (Module)
- Conducting a post project review with the client (Module)
- Maintaining contact in between deals and pieces of work (Module)
- Ways to make your contacts look good in their organisation (Module)
- Client management tips (Module)
- Managing the long distance relationship (Module)
- Managing meetings with existing clients (Module)
- Writing effective meeting follow ups (Module)
- Creating a cross-selling plan (Module)
- Increasing the volume of cross-selling referrals you get (Module)
- How to cross-sell a colleague's expertise to a client (Module)

Webinars – high quality, relevant instructor led training.

Added value services for key clients – what’s working and why? (Webinar)

Building a strong professional relationship with clients and referrers in the current environment (Webinar)

Cross-selling approaches that work in today’s client relationships (Webinar)

Effective (and impressive) ways to keep in touch with clients and contacts – (Webinar)

How to bring the wider value of your firm to your clients – (Webinar)

How to win more work through end of assignment client conversations (Webinar)

Protecting and developing your key client relationships (Webinar)

How to create an effective cross-team Key Client Plan – (Webinar)

Managing difficult conversations – (Webinar)

How to gain more new work referrals from clients and contacts – (Webinar)

How to create an effective cross-team Key Client Plan – (Webinar)

Cross-selling approaches that work – (Webinar)

Winning Business Digests – practical guides to help focus your Business Development

- 10 Common Potential Client Concerns And How To Overcome Them (Winning Business Digest)
- 10 Strategies To Safeguard You Client Relationships (Winning Business Digest)
- 5 Things You Should Know About Your Client (Winning Business Digest)
- 5 Ways To Build Competitive Advantage Through Client Feedback (Winning Business Digest)
- 7 Strategies For Managing And Developing Client Relationships (Winning Business Digest)
- 7 Strategies To Maximise Job Profitability (Winning Business Digest)
- 7 Ways To Embed Key Client Management In Your Firm (Winning Business Digest)
- 7 Ways To Spot New Business Opportunities With Your Client (Winning Business Digest)
- 8 Ways To Keep In Touch In Between Deals And Assignments (Winning Business Digest)
- 8 Ways To Successfully Cross-sell A Colleagues Expertise (Winning Business Digest)
- 9 Strategies For Managing The Long Distance Client Relationship (Winning Business Digest)
- 9 Ways To Engage Associates In Managing Client Relationships (Winning Business Digest)
- 7 Ways To Succeed At Difficult Colleague Conversations (Winning Business Digest)

Videos – straight to the point best-practice BD videos

- Ways to make your contact look good in their organisation (Tips video)
- Conducting a post project review with your client (Tips video)