

Webinars – high quality, relevant instructor-led training.

- 10 ways to generate more revenue from key clients
- 15 ways to get more out of your internal relationships (and win work)
- 30 ways to create time for BD in the current environment
- Added value services for key clients – what’s working and why?
- BD planning essentials
- Becoming more effective in your business development
- Becoming more successful in fee negotiations
- Building a strong professional relationship with clients and referrers in the current environment
- Building professional relationships
- Consultative Selling – What does it mean in professional services – how do you apply the approach with clients?
- Create a plan for a more comfortable 2023
- Creating and managing Board level discussions that lead to work
- Creating your Personal Business Development plan
- Cross-selling approaches that work in today’s client relationships
- Effective (and impressive) ways to keep in touch with clients and contacts
- Engaging with procurement professionals to deliver what they want in pitches
- Engaging with the C-Suite with executive presence and impact
- Fitting Business Development into busy schedules
- Five tried and tested bid techniques to help you win more work in 2023
- How to bring the wider value of your firm to your clients
- How to impress clients and contacts by becoming an even more commercial advisor
- How to make your personal BD even more effective
- How to stand out from other advisers
- How to win more work through end of assignment client conversations
- How to ‘professionally’ encourage people to use you and your firm

Leading and motivating your team in a virtual environment

Making the most of your referral relationships

Mapping Key Relationships

Marketing planning techniques to source and convert profitable work

Mastering scoping conversations to win work in the current environment

Optimise – how to survive and thrive in professional life

Personal BD planning for a successful second half of 2022

Personal business development planning for the new working environment

Practical research to give you a winning edge

Practical tips for presenting a work-winning virtual pitch

Preparation tips for impactful 2021 BD discussions

Protecting and developing your key client relationships

Quick Business Development activities to do when you're busy

Raising your influence with colleagues – so they WANT to work with you

Raising your profile within your firm

Resuming face-to-face contact with clients and contacts

Resuming in-person networking – effective approaches in the current environment

Scoping techniques that win new work

The vital ingredients of a successful pitch document

Upping your win rate in pitch presentations

Five tried and tested bid techniques to help you win more work in 2023

Writing effective pitch documents in the current environment

How to create an effective cross-team Key Client Plan

Making a positive impact when presenting virtually

Strengthening contact relationships 'remotely'

How to be more resilient in your BD activities

Managing fee negotiations and defending your value

Influencing Senior Stakeholders

Managing difficult conversations

15 tips for preparing work-winning pitch documents

Becoming a trusted adviser to the Board

How to gain more new work referrals from clients and contacts

How to scope effectively and build consensus to win new work

How to create an effective cross-team Key Client Plan

Creating your Personal Business Development Plan

Dealing with common barriers to using you and your firm

Cross-selling approaches that work

Becoming a more commercial adviser

Presenting a work-winning pitch

Ways to be valuable to your clients and contacts

Ways to spot new work opportunities with your client

Techniques for effectively managing informal and formal BD discussions

How to generate profitable revenue from key clients

Quick-wins to get 2024 off to a strong start