

Learning Modules

Podcasts – bite sized podcasts that are perfect for time-poor professionals

Overcoming Fee Resistance

Six tips for Rainmakers

The power of body language

Using 'touch points' effectively to build relationships –

Phoning to get the meeting

Managing the business development discussion

Following up to build relationships

Developing great rapport 1

Developing great rapport 2

Tips for making business development easier

Sharpening your listening

What's your excuse for keeping in touch?

More work winning tips

Even more work winning tips

Some selling tips

Tips from the networkers

Ways to follow up effectively after an event

Turning a social relationship into a potential business one

Some thoughts on targeting new business

Ten things you can do internally to improve your business development