

# Webinar Topics from The Results Consultancy Ltd



*We help professional firms win high value work. Our BD webinar workshops equip teams with the latest best practice approaches and help firms to minimise travel and other training-related costs.*

# Webinar Topics

## from The Results Consultancy Ltd

### Topics delivered for our Online Business Development Academy subscribers

Becoming a more commercial adviser	Managing client relationships in the current climate	Strategies for gaining your contact's commitment	Cross selling approaches that work	Presenting a work-winning pitch	Creating your personal Business Development Plan
Writing effective pitch documents	8 ways to turn ideas into revenue	Bring real innovation to client relationship management	Building competitive advantage through relationship reviews	Adding <i>real</i> value – current best practices in the legal sector	Managing relationships with procurement to win and retain high value work
Becoming the 'Go-To' Professional	Managing the long distance relationship	8 pitching approaches that work	Creating time for business development in a busy day		

### A webinar series for an international law firm covering:

Developing profitable client relationships	Cross-selling	Pitching – overview and demonstrating capability	Pitching – scoping	Pitching – messages and executive summary	Pitching – coaching partners on presenting persuasively at pitches
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### A webinar series for a Canadian professional services firm covering:

Winning Proposals and Pitch presentations	Client account management	Developing strategic business development plans	Using coaching methodology to advise partners
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