

# Conference speaking and facilitation topics from The Results Consultancy Ltd



*We help professional firms to win high value business. Our thought-provoking and entertaining away days and conference sessions focus on sharing business development best practice.*

# Conference speaking and facilitation topics

## from The Results Consultancy Ltd

### Speaking

Becoming a better Rainmaker

Negotiating effectively to protect profitability

Influencing strategies that really work

The Barefoot principles...it's about attitude and application

Don't leave it until you are in the taxi! Winning preparation strategies for pitches

The art and science of consultative selling in the legal sector

'Riding out the rollercoaster'. Tactics that win work in an uncertain market

Secrets to winning new profitable work

How to avoid leaving money on the table in a fee negotiation

The 10 laws of effective fee negotiation

Building brilliant customer relationships

Gaining a winning edge in pitches – secrets of successful teams



### Facilitation

Lessons from our global key accounts

Becoming the best – strategies that will give us the edge

Generating high value work – where will it come from and how do we get it?

Delivering on the strategy: bridging the 'execution gap'

'Sharing the love' – living our client service principles right across the business

Network your way to success – team speed dating facilitation

'Knowing me knowing you' – cross selling facilitation at a Partner conference

Developing and protecting our key client relationships

Building a world class sales organisation

Managing the key 'moments of truth' with our clients

#### The Results Consultancy Ltd™

6 Christopher Court  
97 Leman Street  
London  
E1 8GJ  
T: 44 (0) 20 7488 4419  
M: 44 (0) 7710 035890  
results@winningbusiness.net  
www.winningbusiness.net

Nisbet Cottage  
6A Elliffe Place  
Dunedin 9013  
New Zealand  
T: 64 (0) 22 05 15 343  
matt.gorman@winningbusiness.net  
www.winningbusiness.net

