

Take experiential learning to the next level
with our panel of 'nearly clients'



Enhancing your professionals'
skills in a safe, realistic
and enriching learning
environment

Transforming professionals' learning experiences

Introducing our panel of experienced 'nearly clients'

There is an increasing need amongst professional services firms, particularly law, accounting, consulting and real estate practices, for professional training to have an experiential element.

In response to this we are delighted to introduce our panel of 'nearly clients'.

Strengthen your team with our senior 'nearly client' faculty

Our 'nearly clients' are experienced professionals who have held senior roles on the client or private practice side. They have 'been there and done that' and so can provide the opportunity for partners and senior associates/managers to enhance their skills in a safe and realistic training environment.

Our faculty members are intimately familiar with your challenges, serving not only as mentors but as guides who've:

- Many years 'at the coalface'
- Held senior management positions.
- Driven profitable revenue generation across practices and firms.
- Developed successful business strategies.
- Experience of leading client relationships.
- Developed successful customer/supplier relationships..

Their wealth of experience extends beyond boardrooms and senior management teams. They offer experienced insight cultivated through years of tangible leadership.

Imagine one as your team's insightful coach, and a strategic 'sounding board' resonating with practical wisdom.

Picture the impact of that feedback not just theoretically, but from someone who has been a real expert in their field. They can transform feedback into a dynamic compass, guiding your team towards innovation and excellence.

Nearly clients can be used in several ways

These include:

- Adopting the role of the client in 'role play/real play' simulations of business interactions. This enables your professionals to practise and perfect their approach in a safe environment.
- As a guest speaker to inject energy at training sessions and conferences, sharing the 'voice of the client' or senior perspectives on the topic being discussed. This can take a variety of formats – from formal presentation to 'fireside chat' and Q&A.
- Undertaking coaching and mentoring assignments to help senior professionals and teams with particular needs. These sessions can foster a collaborative atmosphere allowing new ideas and approaches to emerge, or provide a much-needed sounding board and prompter of action.

Bridging theory and practice

What distinguishes our nearly client faculty is their ability to bridge the gap between theory and practice.

Drawing on their own experiences, they don't just deliver advice in a vacuum or from what they've read in a book. Instead, they bring relevance to your team's approach by sharing how strategies have played out in real-world scenarios they've been involved in.

"The combination of buyer and seller was really valuable and worked very naturally. [The nearly client] was a strong value add to the session with their perspectives."

Client feedback

For more information contact:

e: results@winningbusiness.net or t: 44 (0) 20 7488 4419

Transforming professionals' learning experiences

Introducing some of our panel

Paul Devitt



Former roles:

Managing Partner and CEO of Addleshaw Goddard, Partner in EY (Law), and now holds various NED and Board Advisory roles.

Specialist areas:

Paul helps business leaders and owners achieve business and personal growth and specialises in the following areas:

- Business leadership and strategy
- Leading client teams/relationships and pitches/tenders
- Buying and managing professional services
- People leadership
- Coaching and development

Richard King



Former roles:

Chief Legal Operations Officer & Integration Director, Herbert Smith Freehills. Director of Practice Integration, EY Law.

Specialist areas:

Richard is an experienced law firm leader, who helps improve the service delivery, operational efficiency, innovation and transformation of international legal practices. His specialist areas include:

- International growth strategies and business planning
- Optimising legal operations
- Legal technology, innovation and transformation
- Learning and development

Jason Haines



Former roles:

Global Finance and Operations Director at Allen & Overy, Global CTO for PwC and Partner at Andersen Business Consulting.

Specialist areas:

Jason specialises in the intersection of leadership and performance – helping global leadership teams improve the performance of their subsidiary business operations. His specialist areas are:

- Performance improvement
- Leadership
- Corporate parenting
- Business metrics and performance reporting
- Procurement
- Cost management

Fleur Kitchingman



Former roles:

General Counsel of Carillion Canada, Head of Legal at Bupa, Head of Executive Office at ALT, Herbert Smith Freehills' alternative legal services arm.

Specialist areas:

Fleur specialises in building stronger and deeper relationships between law firms and their clients to drive value. Her specialist areas are:

- Deep understanding of client challenges
- Law firm and client collaborations
- Law firm/ in-house legal team strategy
- Buying professionals services
- Selling services to clients

Simon Hill



Former roles:

Global Head of International Capital Markets and Partner at Allen & Overy. Now holds various executive director and advisory roles.

Specialist areas:

Simon is an expert in helping businesses generate profitable revenue growth, both from existing and new clients and existing and new products. He specialises in the following areas:

- Selling services to clients
- Client relationship management (CRM)
- Profitable revenue growth
- People management
- Pricing and pitching

Simon McBride



Former roles:

Head of People & Organisation at Investec, Managing Director of the UBS HR team, Managing Consultant at Willis Towers Watson.

Specialist areas:

Simon is an expert in leadership, consulting and people management. Supporting Boards and executive teams, he has a passion for developing the capability and impact of leaders and emerging talent. As an executive coach he specialises in:

- People management
- Leadership
- Organisational change
- Team performance management

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Join the growing number of professional firms who have experienced the transformative power of using seasoned professionals to provide counsel, feedback and motivation to their people.

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