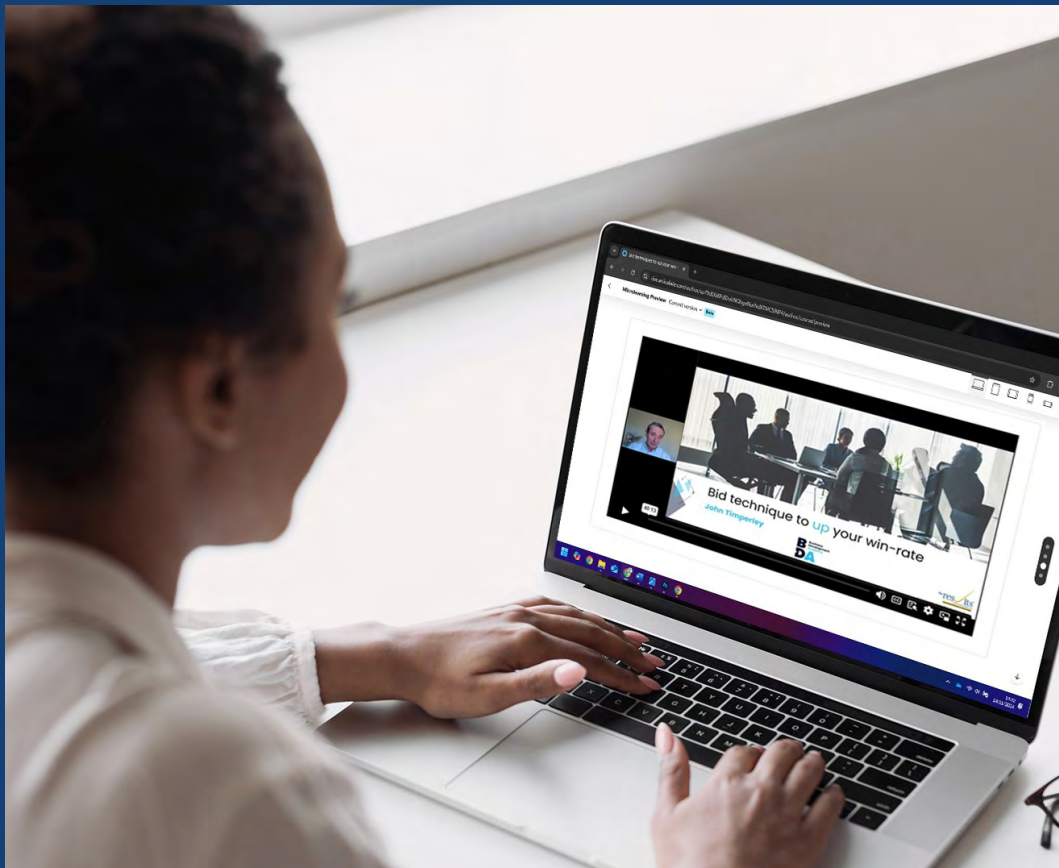


Webinar Topics from The Results Consultancy Ltd



Our business development webinars equip teams with the latest best practice approaches. They also help firms to provide just-in-time virtual training, while minimising travel and other training-related costs.

Webinars

from The Results Consultancy



Topics delivered via our Business Development Academy

Our content library of high quality, relevant instructor-led training includes:

15 ways to get more out of your internal relationships (and win work)	Being selective with new work in the current climate	Bid techniques to help you win more work	Consultative Selling – What does it mean in professional services?	Creating a successful personal BD plan (broadcasting in January 2025)	Delivering a work-winning pitch presentation
Developing your entry strategy: how to get you and your firm on a potential client's radar	Engaging with the C-Suite with executive presence and impact	Five ways to bring the value of the firm to clients	How to follow up on networking events	How to generate profitable revenues from key clients	How to strengthen your relationship with intermediaries and referrers
How to win more work through end of the assignment client conversations	Managing difficult conversations with clients	Mastering client listening	Mastering networking events	Mastering scoping conversations to win work in the current environment	Practical research to give you a winning edge
Protecting and developing your key client relationships	Quick Business Development activities for when you're busy	Quick-wins to get 2024 off to a strong start	Raising your profile within the firm	Simple ways to keep in touch with clients when you're busy	Writing effective pitch documents in the current environment

**View a sample webinar recording, plus other
BD resources at our Business Development Academy**
<https://www.businessdevelopmentacademy.com/>

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