

Bite-sized tips and insights for busy professionals

Introducing the Winning Business Digests digital series from The Results Consultancy

Newly revamped for Autumn 2023, our 4-page digital digests share quick tips and the latest advice for over 45 business development, client management, financial management, networking, pitching, self-development and team management topics.

They focus on the latest best practice approaches for professional firms.

Over 45 digests to choose from
(See next page and our bundle prices)

Practical and versatile:

Available in pdf format for desk-based and on the go viewing, the digests come in handy in a variety of ways, for example by being:

- Added to professional firms' learning management systems or knowledge portals
- Shared in skills development e-mail campaigns
- Built into team discussions and meetings
- Incorporated into training resources as pre, during or post course/coaching reading
- Made available on a just in time basis for quick reference when on the go.

Each digest comprises just 4 pages and delivers practical advice and tips in a highly visual and quick to read format.



For more information or to order your digests, contact:

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consultancy
THE PERFORMANCE IMPROVERS

Over 45 digests to choose from

There are over 45 digests to choose from covering a range of common topics and issues professionals face in their daily work.

Business development digests

- 6 essentials for creating and implementing a personal BD plan
- 6 must-dos to maximise results from your BD coaching programme
- 7 foundations for personal business development success
- 7 ways to a really effective board
- 8 ways to make social media support your business development
- 10 common potential client concerns and how to avoid them
- 11 top business development mistakes
- Creating time for business development in an already busy schedule
- Keeping in touch in the hybrid business world

Networking digests

- 7 ways to get the most from LinkedIn
- 7 ways to turn a social relationship into a business one
- 8 essentials for working the room effectively at networking events
- 9 must do's for effective contact relationship building

Financial management digests

- 5 strategies to develop financially informed professionals
- 7 strategies to maximise job profitability
- 8 strategies for effective fee negotiation

Pitching digests

- 6 ways for presenting an effective pitch
- 6 work-winning strategies for procurement-led pitches
- 7 essentials in mastering pitch scoping calls and meetings
- 7 secrets of a powerful online presentation
- 7 ways to make a positive impact when presenting virtually
- 8 essentials for writing work-winning pitch documents
- 8 pitching approaches that win work
- 8 tips for leading pitches



Client management digests

- 5 things you should know about your client
- 5 ways to build competitive advantage through client feedback
- 7 strategies for managing and developing client relationships
- 7 ways to embed key client management
- 7 ways to make the most of a secondment opportunity
- 7 ways to motivate colleagues to introduce you to their clients
- 7 ways to spot new business opportunities with your client
- 8 ways to stay in touch in between deals and assignments
- 8 ways to successfully cross-sell a colleague's expertise
- 8 ways to turn ideas into revenue
- 9 strategies for managing the long-distance relationship
- 10 strategies to safeguard your client relationships
- 11 mistakes firms make in developing CRM

Self-management and commerciality digests

- 5 ways to play to your strengths
- 6 ways to boost personal impact and influence
- 6 ways to build your market profile and professional reputation
- 8 steps to becoming a more 'commercial' adviser
- 8 ways to become the Go-To professional
- 9 ways to strengthen your BD resilience

Team management digests

- 6 keys to effective delegation and team motivation
- 7 ways to become a more effective internal adviser
- 7 ways to succeed at difficult colleague conversations
- 8 steps to creating a high performing team
- 8 ways to lead from the front
- 9 ways to engage Associates in managing client relationships

Pricing

The Digests are provided in pdf formats to upload into your firm's file management, intranet or learning management system. They are available in different sized bundles and prices.

Prices are exclusive of VAT.

10
Digests
(min spend)
£2000

Up to
20 Digests
£2500

Up to
30 Digests
£3000

Up to
40 Digests
£3500

All 49
Digests
£4000

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