

Our day will explore step by step the opportunities for members to enhance their advisory service to business clients.

The Morning session will cover how to increase the probability of implementing 'Change' successfully. With the afternoon covering Motivational Maps and reflecting on the days sessions with development of advisory services, Q&A and action plans.

Facilitated by Chairman of the Business Advisory Panel Will Abbott of Randall & Payne with sessions being led by Business Advisory Panel member, Chris Ketley, Knill James and Richard Gray also of Randall & Payne (R&P).

### 09:15 Registration & Breakfast

#### 09:50 Welcome & setting the scene

Will Abbott - Business Advisory Panel Chairman

#### 10:00 Implementing Change - Change Success Model – Chris Ketley

An interactive workshop highlighting the pragmatics of introducing Change with greater understanding and success. Most previous attempts at implementing Change have been shown to carry only a 30% probability of success.

This workshop will introduce you to 10 factors, assessment and understanding of which has shown an increase of up to 70% probability of success.

### 13:15 Lunch

#### 14:15 Motivational Maps – How to motivate your teams in 2018 – Richard Gray

It's long been assumed that paying someone to do a job is enough to motivate good performance, but there are 9 key motivators that lead to high performance in the workplace, and only 1 is money related.

This workshop will introduce you to these 9 motivators, give you a better understanding of how they influence individual's behaviour, show their impact on motivation and demotivation, and help you understand how to increase and sustain motivation in your business.

#### 15:45 Summary – Will Abbott

The final session will allow delegates to reflect on the day, ask questions regarding the development of your own business advisory services and commit to key actions to be taken in the next 90 days.

The day will include a 15-minute refreshment break in the morning and a 10-minute refreshment break in the afternoon.

### 16:40 – Close



**Will's** curiosity, clarity and commitment are at the heart of his business philosophy, and applies this to every aspect of his work. With experience of working across many different sectors, he assists owner-managed businesses, family businesses and not-for-profit organisations to tackle common business issues: growth, profit, people, & succession. Will's creativity is recognised across the country. Will speaks at numerous conferences within the UK each year and is responsible for overseeing training within R&P and is a Senior MindShop Coach.



**Richard** is a qualified mBIT coach, Motivational Maps practitioner and accredited Mindshop facilitator, he helps businesses achieve their real potential as part of R&P business advisory team. With 21 years' experience in various business development roles, Richard brings a wealth of expertise to the firm.



**Chris** is a proactive, multi-disciplinary business advisory partner with 29 years, of significant SME/OMB expertise.

Business coaching and mentoring, strategic development and non-exec services are key to most clients' needs and Chris is passionate about delivering these to clients who are equally passionate about their businesses and future plans. Audit, assurance, ATOL and FCA reporting, management accounting skills and proactive taxation advice (inc. International), provide a sound and robust platform for the delivery of 'agile and lean' business improvement advice. Chris is seen as a Business engineer and "off-piste" accountant! Chris is a member of the global Mindshop Business Strategy, Development & Facilitation network of advisors.

**Accountants & Lawyers qualify for: CPD**  
**EIC Dress Code: – Business Suits only**

## Specialist Workshop – Wednesday 21<sup>st</sup> March 2018

East India Club, 16 St James's Square, London, SW1Y 4LH

### REGISTRATION FORM

<i>Business Advisory Panel/Group Members only</i>	<i>£ 100.00 each</i>	<i>£ 120.00 including VAT</i>
<i>All Other UK200Group members</i>	<i>£ 250.00 each</i>	<i>£ 300.00 including VAT</i>
<i>20% discount for second &amp; additional attendees</i>	<i>£ 200.00 each</i>	<i>£ 240.00 including VAT</i>

Firm: ..... Location: .....

Contact Number: .....

*I / We wish to register for the UK200Group Business Advisory Specialist workshop*

1<sup>st</sup> Delegate Name: ..... Email: .....

*Business Advisory Panel/Group member:* Yes

£ ..... Vegetarian: Yes  No

2<sup>nd</sup> Delegate Name: ..... Email: .....

*Business Advisory Panel/Group member:* Yes

£ ..... Vegetarian: Yes  No

**I / We enclose our cheque for:** £ ..... **Total**

*Non UK200Group Members* £ 380.00 each £ 456.00 including VAT

Name: ..... Firm: .....

Telephone: ..... Email: .....

Vegetarian: Yes  No

**I / We enclose our cheque for:** £ ..... **Total**

*To run this event we require a minimum of 10 delegates.*

*Please do not make travel arrangements until you have received confirmation of your booking.*

*All registrations and payments will be confirmed by email. If this fails to arrive please contact Dee Bates: [dbates@uk200group.co.uk](mailto:dbates@uk200group.co.uk) at the Centre who will be delighted to help you. Please send your registration and payment to the Centre at the address below. No refunds for cancellations will be made after 6 March 2018. Cancellations before this date will be subject to a £40 administration charge. All cancellations must be made in writing. UK200Group reserves the right to alter the programme/speakers without prior notification.*

Signed: ..... Dated: .....

*Please send your registration and payment to the Centre payable to UK200Group Limited at the address below.*