

## A PRACTICAL GUIDE TO BUSINESS ADVISORY

Wednesday 17<sup>th</sup> October 2018

Cavendish Hotel, 81 Jermyn Street, London, SW1Y 6JF

Over the course of the day we will cover two key areas for Firms looking to grasp the opportunities to generate more fees from Business Advisory and by the end of the day delegates will leave with a clear plan to implement and build an advisory offer in their Firm.

Facilitated by Chairman of the Business Advisory Panel Will Abbott of Randall & Payne with support from other members of Business Advisory Panel.

### AGENDA

**09:15 Registration & Breakfast**

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

**10:00 What to deliver:**

- Strategy and Planning
- Profit Improvement

**How to sell:**

- Products and pricing
- Generating internal referrals
- Winning client engagements

**How to deliver:**

- Business Models
- Key Resources
- Your Firm's Plan

**16:30 – Summary & Close**

- ❖ The day will include lunch at 12:45
- ❖ A 15-minute refreshment break in the morning
- ❖ And a 10-minute refreshment break in the afternoon.



**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.

Accountants & Lawyers qualify for: CPD  
Dress Code: – Business Casual

## Specialist Workshop – Wednesday 17<sup>th</sup> October 2018

Cavendish Hotel, 81 Jermyn Street, London, SW1Y 6JF

### 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>Discount for second &amp; additional attendees</i>	<i>£ 125.00 each</i>	<i>£ 150.00 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* £ 300.00 each £ 360.00 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 3rd October 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.*