

Scaling advisory

A new masterclass

The programme

10am – 4pm

Coffee and registration 9.30 – 10am

Advisory, made easy

- The essential services
- Your number one sales tool
- Overcoming obstacles to growth
- Your bespoke value ladder and client journey

Scaling up advisory

- Structuring options to allow scale
- People, strategy, execution (mastering all three)
- Teaching the next generation of leaders in your firm
- Achieving quality and consistency (in service and profit)

Coaching and facilitation mastery

- Essential mindsets and content
- Overcoming client resistance to change
- Maintaining coaching buy-in and recurring revenue
- Up-selling advisory without product pushing

Lunch 12pm – 1pm

Delivering one to many

- Where to start
- On-line vs in-person
- Essential content to cover
- Up-selling to your premium offering

Your plan to maximise ROI

- Closing your value Gap
- Making a better plan
- The power of accountability

Ends at 4pm

THE.GAP

Wednesday, 26 June 2024

Etc.Venues,
8 Eastcheap, London,
Greater London



Brought to you by:



This workshop qualifies for
5 verifiable CPD hours

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