

# Holding your value masterclass

## The programme

10am – 4pm

Coffee and registration 9.30 – 10am

### From good to great

- The shape of the modern firm
- Results of our recent pricing survey
- Timesheet usage – a thing of the past or an essential tool?

### How does your firm stack up?

- Comparing your results to your peers
- Your most important areas of focus for improved results
- Tactics and support available for your journey

Lunch 12 – 12:45pm

### Avoiding scope stretch

- The 10 greatest causes of scope stretch
- Articulating clear value
- Driving improved results for you and your team

### Dealing with clients in difficulty

- How to avoid being the ambulance at the bottom of the cliff
- Supporting your clients beyond compliance
- How to set boundaries on your discounted and free support

### Your plan

- Your most important actions
- Points of value
- Options for ongoing support

Ends at 4pm

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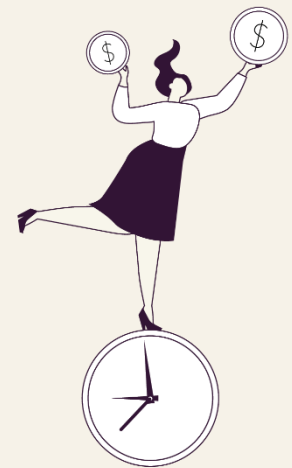


# THE.GAP

Advisory, made easy.

Wed, 28 June 2023

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This workshop qualifies for  
5 verifiable CPD hours

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