

PRACTICE ADVICE ESSENTIALS

Professional Development Course

How well is your practice positioned to grow advice services?

Transition to an advice services business model by addressing and resolving 4 Practice Advice Essentials - *Alignment, Engagement, Specialisation and Support.*



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GROWING OR GOING?.

THE 4 PRACTICE ADVICE ESSENTIALS



Alignment

Learn how to create a SHARED VISION for your dedicated advice business through partners and staff alignment.



Engagement

Learn how to engage your clients by building both RELATIONSHIP AND PRODUCT TRUST (and get 7 advisory engagements from 10 proposals).



Specialisation

Learn how to ATTRACT NEW HIGH VALUE CLIENTS by developing an industry specialisation in your practice.



Support

Learn how to successfully IMPLEMENT ADVISORY SERVICES (and support your clients through Board of Advice services).

ABOUT THE COURSE

The *Practice Advice Essentials Professional Development Course* involves a two stage process which is practical and hands-on. Each unit consists of an initial two hour webinar. After the webinar and at your own pace, you complete a series of self assessment activities, designed to build on the webinar teachings.

Support will be provided to help you complete the workbook (by webinar, phone or email). You will receive a Certificate of Completion when you have successfully completed the course, provided each unit is completed within 120 days. You can also earn a Certificate of Achievement 6 months after the end of the course which is issued subject to verification of transitioning to an advice services business and achieving fee generated growth with your targeted clients.

KEY BENEFITS

- Assess how your practice is positioned to grow advice services
- Fasttrack the transition to an advisory practice
- Empower your professional staff to deliver 60-80% of your advice services
- Minimise risks from declining compliance fees and margins
- Optimise your practice value by developing Industry and Board of Advice specialisations

WHO SHOULD ATTEND

- Accountants, Financial and Business Advisers wanting to set up or grow their SME Advice Services
- Partners or key persons responsible for Business Services wanting to introduce or expand SME Advice Services
- Future leaders of accounting businesses wanting to grow their own fee and client base

PRACTICE ADVICE ESSENTIALS COURSE FEES

Price of Course (inclusive of GST)

\$2,574 per attendee

\$2,200 for additional attendees

This includes 4 x 2 hour webinars, the self assessment activities, and up to four hour's support (by webinar, phone or email) to assist you to complete the *Practice Advice Essentials* self assessment activities and access to practical proven materials. Completion of each unit is equivalent to 5 CPE points.

TO REGISTER FOR THE PRACTICE ADVICE ESSENTIALS VISIT:

www.bstar.com.au/pae

Phone: 1300 552 577 or email: pae@bstartraining.com.au



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