

SOLUTIONS

ALLIANCE PARTNER PROGRAM

A PROVEN solution for professional services practices to introduce and grow leveraged advice services.

The Alliance Partner Program incorporates world class *viba* advisory business model software, delivered online, best of breed training, advice and support; up-to-date accounting profession and SME sector insights and business partner introductions to assist your clients in growing the value of their business, enabling them to retire financially secure.

VIBA ADVISORY BUSINESS MODEL SOFTWARE

Bstar Alliance Partners are accredited in the Value Improvement Benchmarking Advice '*viba*' advisory process, which features unique engagement, valuation, benchmarking and industry specialisation solutions.

Bstar offers Alliance Partners:



Online Branded Partner Site – all materials will display your logo and contact details.



The most accurate, real time valuation, financial and industry performance benchmarks.



Proven materials and processes to increase client engagement rates from 1/10 approaches to 7/10.



A range of industry specialisation packages to protect and attract 'ideal' clients and build business relationship trust.



A patented Valuation Tool that scientifically determines the business cap rate/profit multiplier when valuing a business.



Support for your practice and advisory support services such as Boards of Advice, for clients.

TRAINING, ADVICE AND SUPPORT

Bstar trains your professional staff to be responsible for delivering **60% - 80%** of your practice's advice services, whilst providing ongoing support, to ensure advice services are implemented as a core service offering.

Part of your training includes client segmentation, identifying your 'ideal' client and developing advice services packages for each of your client segment groups.

INSIGHTS AND BUSINESS PARTNERS

Each year you will receive a copy of Bstar's annual Accountants Research Report and bi-annual SME Research Report. You have the opportunity to 'white-label' the SME Research Reports to present to existing and new clients.

To generate new and complementary revenue streams for your practice, Bstar can connect you with respected and like minded Business Partners.

WWW.BSTAR.COM.AU



GROWING OR GOING? 