



Course length: 1 day

Reed Business School has developed a series of Continuing Professional Development workshops to uniquely enable senior managers to drive a measurable difference in the performance of their teams and organisations.

There's no doubt that every successful professional spends time developing new client relationships, but as the market becomes increasingly competitive and clients become more demanding, professionals have to adapt in order to succeed.

This CPD course is for anyone who wants to build their professional practice by developing new and profitable client relationships.

Overview:

- This one day course covers the essential elements of client sales and networking for your professional practice. Selling your services depends on the quality of the relationships you build with your clients and contacts, and traditional sales training is totally unsuited to this.

- Reed Business School have created this unique training to meet the specific needs of professionals, focusing on growing your network, soft marketing and building mutually valuable relationships.
- During the day, you will create your own marketing and sales plan which you will be able to put into action right away.

Course objectives:

- Grow your practice through new and profitable client relationships
- Understand the different sales and marketing practices and how they work for professional services
- Gain value from networking events
- Develop a growth strategy that you can put into practice right away

Dates and fees

Please see our website for course dates

Course fees: £295 + VAT

Optional accommodation is available to book the night before and includes breakfast and lunch. Delegates attending on a non-residential basis will be provided with self service breakfast, beverages and lunch.

For details of our accommodation options and fees, please view our website.

How to book

Visit Reed Business School website and book on-line

www.reedbusinessschool.co.uk

Enquiries

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