

MAUS

"How to Consult to Clients"

Video Training Course

Over 180 Live Examples of Advisor Client Interaction

Perfect training format for accountants, business coaches, consultants & Advisors



"Real businesses dealing with real issues..."

The *Your Business Success Video Toolbox* is a great tool, real businesses dealing with real issues – and you can select the issue most relevant to your business today.

Andrew Kent - Impact Data

Your Business Success was a business 'makeover' show that ran for 4 years on Channel 9 – the longest running and most successful business reality show every aired on Australian TV. These videos are perfect for any coach or consultant looking for quality video case studies showing real life examples of a small business with an issue and advisors solving their problems.

Your Business Success brings together information and advice gathered from 84 of Australia's top entrepreneurs, 200+ business professionals and over 11,000 hours of business coaching/client interactions.

The following topics/modules are covered in the extensive range of training videos:

Building your brand, Promoting your business, Power Networking, Selling for success, Managing your Cashflow, Accounting for Control, Financing Your Decisions, Funding Your Business, Recruiting the right people, Managing people, Work/life balance, Succession planning, Business planning, Franchising, Exporting, New Inventions, Process improvement – manufacturing, Process improvement – retail and services, Using technology to grow and Going green.

Major Benefits

- OVER 180 LIVE EXAMPLES of advisor client interaction.
- Will attract CPD and professional development credits.
- Instantly build your confidence and your advisor skillset.
- Can be reviewed in your own time at your own pace.
- A complete reference guide to small to medium sized business problems
- Extremely practical videos
- Shows how other professionals solve business owner problems. Watch their body language, question probing techniques and the client advisor interaction.



A Must have Resources for all Business Coaches/Advisors

What is Included



Volume 1 - Marketing and Winning New Customers
Learn from some of Australia's most successful marketing and branding experts how to attract and keep more customers with less time, money and effort.



Volume 2 - Money Money Money
In this Volume you'll learn vital financial strategies for starting, managing and funding your business.



Volume 3 - Attracting and Keeping the Right People
Your ability to attract, train, manage and retain a winning team can make the difference between success and failure.



Volume 4 - Creating the Right Strategy
learn how to create a winning strategy, plus how to tweak and re-align your strategy based on market feedback



Volume 5 - Operations and Technology
This volume addresses the critical functions of operations, including how to leverage technology to increase productivity and profitability.

Who should use "How to consult to clients" video series?

The Your business success range is ideal for anyone looking to continually improve their advisor/consultant skills to increase their effectiveness with clients. The videos are

Business Advisors	Business Consultants
Accountants	Business Brokers
Financial Planners	New-Start Consultants

Anyone wanting to offer advice to small to medium sized businesses

These videos will help you to get a sound understanding of how to;

- Find out the root of your clients business problems and develop long term solutions for these problems.
- Forecast your clients business needs to operate at an optimal level and then how to set achievable targets to reach this level. The program will give you a step by step guide to improving the clients business so that it runs at optimum level in terms of customer numbers, customer quality, staff, cash position, profit, operations, systems and so on..
- Teach your client to examine and measure everything so that their decisions are based on fact, experience and numbers rather than gut feel. This will help them to speed up your success while minimising your risk of making incorrect decisions.
- Iron out the cash flow 'peaks and troughs' so that you can help your client feel very comfortable making decisions and planning ahead.
- Creating systems for you clients that ensure the business does not veer off it's successful path.