



True Worth Boost Programme for Professional Services Firms

The challenge that most professional services have is a lack of confidence in those who negotiate fees because they fear losing the work or the client.

This is a powerful, yet negative motivator as it means that they are not in charge of those fee discussions, right from the start.

Thousands upon thousands can be won or lost in a phone call, depending on the competence and confidence in having the right conversations with prospects and clients, at the right time.

My aim is to offer you flexible programmes which address these issues and can be tailored to your needs. Additional time can be added to continue accountability and cement changes.

Prior to Commencement of the Programme

To guarantee that we can work well together, I always insist on starting the programme by checking that we're a "good fit" and get a real handle on what you're looking to achieve.

This is done using these 3 simple steps:

- A briefing meeting – up to 60 minute video call with all decision-makers to discuss issues, concerns, time-frames and agreement to circulate pre-session questionnaire.
- Pre-session questionnaire. You will be sent a link to a diagnostic questionnaire which will allow me to tailor the session to your needs.
- You will have access to a PDF of my Amazon Best-Seller, *'True Worth'* for each delegate, which I recommend they read prior to commencement of the programme.



It's an easy read and will take delegates no more than 30-45 minutes, giving them the foundation needed to start this programme.

If any of us decide that we're not a good fit during this process, then we can walk away with no hard feelings.

The Programme – How it works...

- A 90-minute value-packed virtual presentation with break-out sessions.
- I will deliver proven True Worth formula principles, using slides to aid learning.
- Delegates will participate in interactive break-out sessions with exercises to embed new learnings and relate to real-life situations.
- 30 minute Q&A session to tackle burning issues around charging and getting paid what they're worth.
- Pledge – what are they going to do differently? I will encourage delegates to type into the chat box or depending on the number of delegates, go around the room and ask each person to share what new action they plan to take. I will save pledges in the chat and send to you.
- Mini de-briefing (15 minutes maximum to ensure expectations have been met and you are clear of the action plan going forwards.)
- 4 x 30 minute monthly calls for accountability, troubleshooting and reinforcement of the basics. I'll set some challenges for delegates to keep focus and assist further implementation and embedment of the learning.



Post Delivery - The value goes on ...

- De-briefing – this will be a 30-minute call to review the success of this programme, looking carefully at the KPIs that were discussed in the briefing call, to make sure they are continuing to progress.
- If happy, you'll write me a lovely testimonial and recommend me to other professionals, like you. 😊

Investment and Duration

- TBD, depending on number of attendees and number of accountability calls added.
- Duration of programme: 4 – 5 months.

Additional Ongoing Support

Some clients opt for additional ongoing support as part of this programme. There is always flexibility and you can therefore buy extra hours for continued accountability and embedding of new behaviour, should this be required... Costs for this can be discussed at the appropriate time.

If you have any questions at all
or would like to
begin this programme, please call
Vanessa on 01202 743961 or 07957 672335