

ACTION GUIDE

DISCOVER THE 3 SERIOUS MISTAKES SOME MANAGEMENT CONSULTANTS MAKE THAT STUNT BUSINESS GROWTH & INCOME.

LEARNING OUTCOMES

- Identify 3 serious mistakes many Management Consultants make who deploy team building activities in addition to their core offerings that result in stunted business growth and income.
- Learn strategies to avoid the 3 serious mistakes so you can grow your business in a sustainable and successful way.
- Discover actionable client attraction and retention strategies to up level your business going forward.

According to the Harvard Business Review and other primary Business News and Research Organization, business growth looks good for consultants and project managers whose core offerings require teams to deliver them. For example, of the companies with 100 or more employees 80% now accomplish work through groups. However, much of this work is not all that successful because employee engagement and loyalty are at all time lows.

This provides good opportunity for consultants, trainers, project managers and leadership coaches who have strategies in place to ensure good client attraction and retention strategies.

This Action Guide was created to help you follow along with the Webinar and to jot down insights and important notes.

If you are new to team development or contemplating a team development business, you will definitely benefit from the Webinar. If you are already working with teams you will definitely learn strategies to up-level your business.

Notes

1. What business opportunities do you recognize that are on the horizon for you and your company?

2. Once people feel a good sense of _____ they cooperate more and the _____ gets stronger.

3. What is the number one topic of interest that you and your colleagues share in common today?

4. The 3rd biggest mistake many team builders make is _____.

5. Why does this result in a client not valuing a consultant's work or service?

6. Why do clients and business leaders feel this way? Did you recognize something in your practice that could be improved? If so, describe it here.

7. What is the trap to avoid?

8. Name one strategy that corrects the 3rd biggest mistake.

9. What is the 2nd biggest mistake many team builders make?

10. Why does this result in a client not valuing a consultant's work or service?

11. Why would a consultant's fee look like a bargain to a client when the 2nd biggest mistake is resolved?

12. The 2 ways to track improvement are:

1.

2.

13. Discovering what a client's issues are during the initial client _____ and identifying the key causes of them is the first step in defining _____ criteria that will demonstrate to your client the true value of your expertise and service.

14. Name one strategy that will correct the 2nd biggest mistake:

15. The 1st biggest mistake many team builders make is

16. Marketing studies reveal that it costs _____ times more in time and resources to find a new client than it does to do business with repeat clients.

17. Why is it difficult to avoid the 1st biggest mistake?

18. The 4 core consulting skills are:

1.

2.

3.

4.

19. Why do the 4 core skills benefit a consultant and their clients?

20. What is a strategy that secures longer term clients?

21. The goal of a sustainable team development practitioner is to convert a _____ time _____ into a/an _____ time _____.

22. BMS stands for _____.

23. Give 3 reasons why integrating these strategies into a consulting practice makes good sense

1.

2.

3.

24. What is your next step to up level your practice?



Additional Resources

Book:

TIGERS Among Us – Winning Business Team Cultures and Why They Thrive (Three Creeks 2010)

www.TigersAmongUs.com

Complimentary E-Newsletter:

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