

Business Development Training

Giving partners confidence





Training Objectives





Making the programme work

We teach the **techniques**- using at every opportunity real life examples. Where possible, we incorporate real client feedback (anonymised where appropriate) from your own research or from interviews we have conducted elsewhere

Training is highly **interactive** and sessions include breakouts, role plays etc. to ensure engagement

After foundation training, we offer **BD surgeries** where participants work with us in small groups, bringing actual examples of issues or challenges they face in developing business – we use these to reinforce the skills

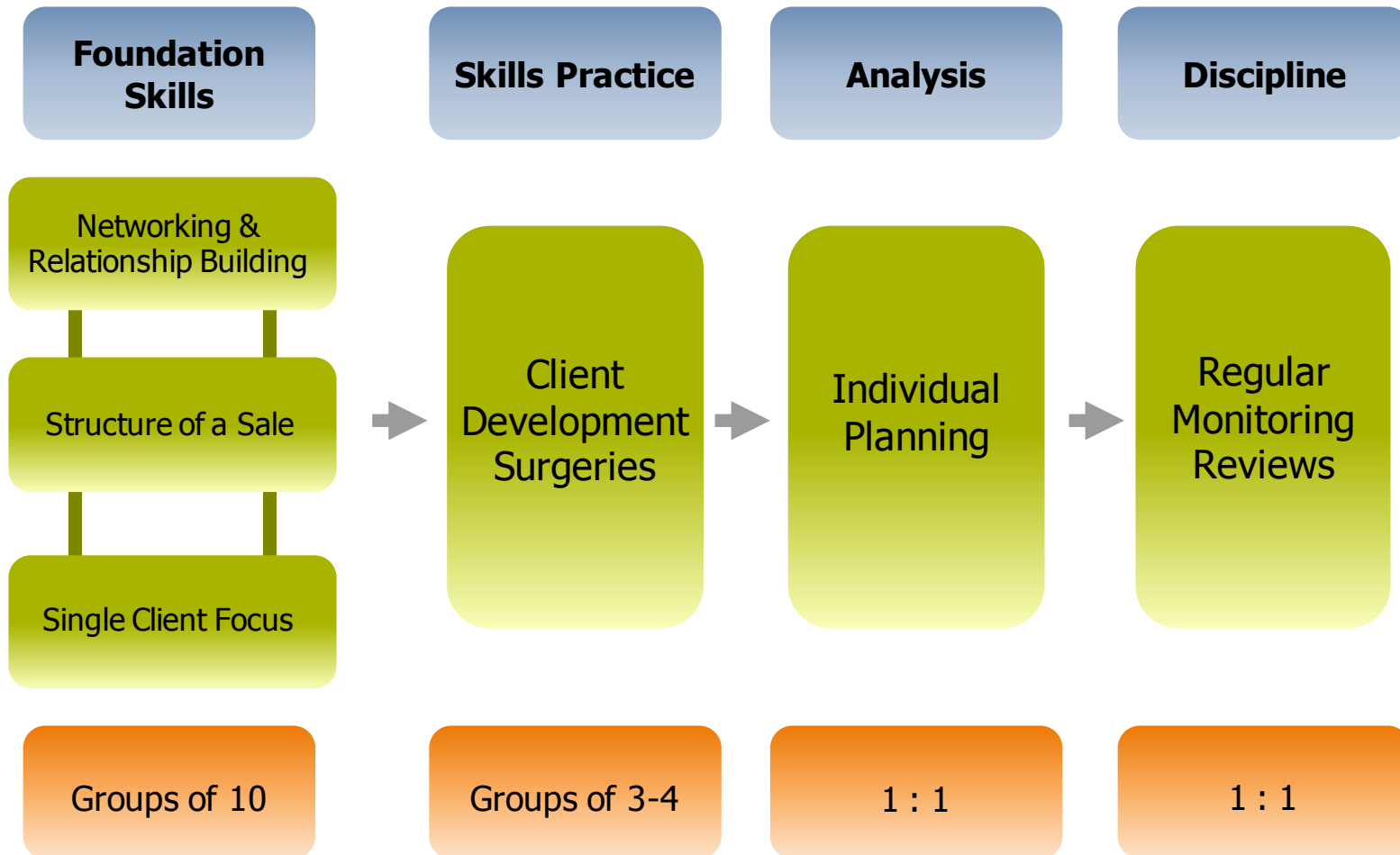
We work with each participant to create **personal action plans** – identifying the use of the new techniques and approaches

We **monitor** their progress over a period of time





Typical programme structure





Can we discuss your programme?



Steve Blundell

+44 (0)20 7002 7666
sblundell@grch.net

We'd be happy to
meet with you to
explore how
Gracechurch might
work with you on your
BD programme

Gracechurch Consulting
6 Snow Hill
London
EC1A 2AY

www.grch.net

