

Engagement Meetings:
 CDM
 Team Leader
 Team Meeting

HALF
 DAY
 TOTAL



Plan and agree programme
 Design Workshop One
 Pre-workshop analysis



Analysis:

- Relationships
- Positioning
- Client information etc.

Planning (using PACE tools) focused on one or more of:

- Delivery / client service
- Client defence
- Client development
- Client team – actions / teamwork



Review
 Further planning
 analysis – team members'
 and confidence to carry out
 plans
 Design Workshop Three



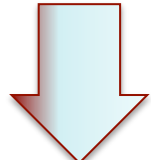
Workshop Two (probable)

- Review of progress and next stage plans
- Analysis and planning other areas e.g.:
 - relationships
 - reputation, positioning
 - business development
- Tactics – e.g. approaching / engaging with targeted individuals within Client A
- Teamwork revisited
- Next steps

HALF
 DAY
 TOTAL



Review
 Follow up
 Decide on next workshop



Three and Four (probable)

- plan, celebrate success
- skills input, eg:
- the most of client meetings
- ng with technical contacts
- ising credibility and trust
- oning
- ng pole position in pitches /
- als
- ng negative reactions
- ng price

2 X
 HALF
 DAY
 TOTAL



Review

- Individual and team feedback
- Increased skills and confidence
- Changes in behaviour – actions completed
- Successes and failures
- Opportunities identified
- Pieces of work / fees won

Planning next steps / PACE Input

- Team
- Team leader
- CDM

Timescales:

- Approximately 4-6 weeks between workshops

Your investment:

- Key client groups:
- £1800 per half-day / £3000 per full day
 - Total:
 - Each half-day scheduled in isolation:
5 x £1800 = £9000 per client
 - Two client team workshops scheduled on the s
5 x £3000 for two clients = £7500 per client
- BD Skills:
- Eight half-day sessions, two sessions per day:
£3000 per day, total £12,000