

## The PACE Business Development Summer School 2018

Attendee's Name (1): \_\_\_\_\_

Position: \_\_\_\_\_

Name of firm: \_\_\_\_\_

Email Address: \_\_\_\_\_

Attendee's Name (2): \_\_\_\_\_

Position: \_\_\_\_\_

Name of firm: \_\_\_\_\_

Email Address: \_\_\_\_\_

Attendee's Name (3): \_\_\_\_\_

Position: \_\_\_\_\_

Name of firm: \_\_\_\_\_

Email Address: \_\_\_\_\_

Attendee's Name (4): \_\_\_\_\_

Position: \_\_\_\_\_

Name of firm: \_\_\_\_\_

Email Address: \_\_\_\_\_

### Masterclass

Growing your client base with The PACE Pipeline	09:30-12:00 10 July	09:30-12:00 19 July
Psychology of price - the art & science of negotiating fees	09:30-12:00 11 July	09:30-12:00 18 July
Collaboration - the holy grail of growth	13:30-16:00 11 July	13:30-16:00 18 July
Managing and developing key clients	09:30-12:00 12 July	09:30-12:00 17 July
Pitching to win	13:30-16:00 12 July	13:30-16:00 17 July
Consultative selling - effective first meetings	13:30-16:00 10 July	13:30-16:00 19 July

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**To enrol please email your form to Wendy Fountain at [wendy.fountain@thepacepartners.com](mailto:wendy.fountain@thepacepartners.com) or telephone on +44 (0)1932 260062.  
 Payments can be made by BACS transfer**