

Workshop on the

Better Business Roadmap

3 Sept 2015 (Thursday)

2:30 pm to 4:30 pm

Raja Aziz Addruse Auditorium

Straits Trading Building

Unit 2-02A, 2nd Floor

2 Leboh Pasar Besar

50050 Kuala Lumpur



Admission is free but advance registration is required

CPD Code: T3/03092015/BC/BC153037/2

Registration for the workshop will begin at 2:00 pm

To register online, please [click here](#).

How can professional services companies attract more "A" clients systematically?

Do you worry about collections, and meeting this month's payables? Are you tired of waiting for the telephone to ring or for that one irregular referral? Do you find yourself worn out and drained from running around the entire day tackling sudden problems, answering client calls and last-minute requests? Are you not winning better clients and bigger projects? Isn't it time you enjoyed the thriving professional practice that you deserve? Maybe you are just looking for ways to help you and your team grow to the next level so you can achieve more, with more fun and less stress?

This workshop will teach participants to build the thriving practice of their dreams!

What you will learn?

- ◆ A proven system to achieve strong cash flow including getting clients to pay on time
- ◆ The three critical drivers to attract better clients
- ◆ The one skill needed to maximise your hourly rate
- ◆ The 5-star roadmap to business growth
- ◆ The four ways to get your team to happily embrace change in order to deliver excellent client services

Testimonials

"Loads of practical and useful tools. Time tracker, client acquisition strategies and lifetime value are solid, practical concepts I can implement." ~ Jonathan Lee, chartered accountant

"Packed with good ideas and inspiration. Definitely worth attending." ~ Dr Chen Boon Heow, Chen & Co.

"Excellent and interesting. I learned marketing strategy, time management, staff retention."

~ EzatulShareen bt Hamim, AFTAAS

About the Speaker

For more than three decades, **Peter Lam** has empowered people to achieve better results and top performance in business, sales, marketing, team, money and life. He is the author of *More*

Business, More Success, which helps entrepreneurs and organisations increase sales, improve profitability, and build solid, high-performance teams.

He has broad experience as a professional in general management in Southeast Asia, from leading multinational corporations and Fortune 100 companies such as Unilever, Kraft Foods, and Ogilvy & Mather.

A dynamic high-impact presenter and public speaker, Peter applies his real-world experience in his workshops. He has designed and implemented executive education and coaching programmes with Petronas, Maxis Communications, Citibank, UMCCed, CPA Australia, Arab-Malaysian Group, and the Ministry of Higher Education.

Peter was awarded the Action MAN Asia-Pacific Award in 2007 in recognition of being the first Platinum Mentor Coach in Malaysia. He has helped hundreds of entrepreneurs and their teams, and has been known to shake up the *status quo*, change behaviours and achieve unprecedented results. He is passionate and committed to helping corporations, business leaders and ordinary people succeed, and achieve real, improved results.

A graduate in business administration from the National University of Singapore, Peter received extensive international training throughout his career.

Places are limited and registration is on a first-come, first-served basis. To register, kindly complete and submit the registration form by **1 Sept 2015 (Tuesday)**.

Please direct all correspondence (including completed registration forms) and enquiries to:

Mohd Fazli Rosman (03-2050 2105); or

Vilashini Vijayan (03-2050 2095)

Email: cpd@malaysianbar.org.my

Fax: 03-2050 2112



Organised by
Bar Council
15 Leboh Pasar Besar
50050 Kuala Lumpur
Tel: 03-2050 2050

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I would like to register for the event (all fields must be completed):

Name: _____

Member of the Bar Pupil Law Student Non-Member
(Tick where applicable)

Membership No (for Members of the Bar only): _____

NRIC No (Pupils / Law Students / Non-Members): _____

Email: _____

Name of Firm / Organisation: _____

Address: _____

Tel: _____ Fax: _____

Date: _____

Signature: _____

The personal information that you provide to the Bar Council, whether now or in the future, may be used, recorded, stored, disclosed or otherwise processed by or on behalf of the Bar Council for the purposes of facilitation and organisation of this event, research and audit, and maintenance of a participant database for the promotion of this event, and such ancillary services as may be relevant.

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Cancellations must be made in writing. The organiser reserves the right to modify, cancel or postpone the event, should circumstances arise that makes such action necessary.

Points for the Continuing Professional Development ("CPD") Scheme will not be awarded to Members of the Bar and pupils in chambers who arrive more than 15 minutes late, are not present throughout the event, or leave before its scheduled end.

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