

Your Engagement Plan

⇒ Before the Event:

Getting organised is critical so let's determine which clients you will target and how you will prepare yourself and them for maximum benefit at the camp.

Identification of Client Issues: Find out what is important to them and what you can help them with to change their life.

⇒ Night before the event:

Meet with clients for dinner and talk through the benefits of the event. Most importantly set the scene for improvement.

⇒ Over the 3 days:

Discuss the top 3 issues noted, discuss the material, issues and benefits of each day of the event and book in a Needs Analysis meeting after the event.

⇒ Post the Event:

Conduct a needs analysis meeting and look at a customised proposal and then assignments that come out of the above. Ask Mark Holton or John Tsoulos for help (if you need it) or for the detailed system/process.

Take the opportunity to get involved and really differentiate your practice via the Global Business Camps process.

Here is our
summary step
by step process
that has been
tried and tested
by a number
of accounting
firms with great
success.

This is a huge
opportunity to
use something
that works.

P 1300 883 089

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Success Stories

- **Fast Food outlet:** increased turnover from \$17,000 pw to \$41,000 pw over 4 years. Profit has gone from \$150,000 pa to \$500,000 pa. They have attended 2 events.
- **Electrician:** revenue increase from \$450,000 pa to \$1,100,000 pa within 3.5 years. Has attended 1 event.
- **Dental technician:** increased revenue by \$280,000 over 5 years whilst now working 15 hours less a week. Profits are now \$180,000 pa when initially they were just earning a wage. Attended 1 event.
- **Legal firm** with 2 partners: increased profits from \$150,000 pa each working 80 hours pw to \$1M pa and now working 40 hours pw. They now openly say “We have a business and not just a job”. They have attended 2 events.
- **Road Rehabilitation Group:** increased revenue from \$40M to \$75M over 8 years. They have attended 8 events.
- **Construction company** has increased revenue from \$61M to \$88M in 5 years. They have attended 4 events.

Testimonials

“ Fantastic event and one not only to take business clients to but also our team. We take team members every year so they can obtain professional development, network and obtain knowledge. It also works as our firms annual planning event. ”

Nathan Kentish - Indigo Financial

“ Our clients had a great time & you have helped us to transform the thinking of 3 more clients so that they have a real chance of taking control of their destiny. That is priceless for us as a professional firm. We feel privileged to have been a part of the GBC process 3 times. Rest assured that we will be pulling out all stops to be there again next year. ”

Gary Packer - GPA Accounting

Register Your Interest Now

Come With Clients

Come For My Own Business

Contact Name _____

Business Name _____

Business Address _____

Phone _____ Email _____

I would like to receive updates on this event

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