

# PeakStrategy

*Peak Strategy*

## Comprehensive Practice Management

\$289.00



### Overview

<b>Course code</b>	Â	1207-S	Â	<b>Skill Level</b>	Â Â Â	Intermediate
<b>Duration</b>	Â	11 hours	Â	<b>Delivery Type</b>	Â	e-learning
<b>Format</b>	Â	Multi-Media	Â	<b>Prerequisites</b>	Â	None

This course usually requires 11 hours to complete. Once you receive your access information, you will have 365 days to complete this course.

**This innovative self-paced online format is available from Peak Strategy University and gives you the opportunity to complete the course at your convenience, at any location, and at your own pace. The course is available 24 hours a day.**

**All of our products and training modules come with a 30 day, money back guarantee. If you are unsatisfied for any reason, just let us know and we will refund your purchase.**

### Course Outline

This is a comprehensive training program for independent consultants who want to better grow and manage their practice. This course is divided into two sections. The first section is an audio visual training program with 4 different modules lasting 3 hours. The second section is a free bonus that includes over 8 hours of audio tapes from 7 different leading industry experts.

**Module: 1**

**Time: 35 Minutes**

**In this module you will learn about:**

- **Consultant Income - The Real Story**
- **The 4 Steps to a Successful Marketing Approach**
- **What Client's Think and Say About Consultants**
- **Secrets of an Integrated Marketing and Selling Strategy**
- **A Proven Approach to the Consulting Process**
- **8 Qualities of a Successful Practitioner**
- **7 Marketing Approaches that Work**
- **Indirect Marketing Strategies - 6 Avenues for Growth**
- **Changing Role of an Advice Giver**

**Module: 2**

**Time: 99 Minutes**

**In this module you will learn about:**

- **Newsletters: Powerful Strategies for a Successful Practice**
- **Smart Networking Techniques**
- **Speak Your Mind and Grow Your Business**
- **3 Biggest Mistakes of Prospecting**
- **Best Day and Time to Prospect**
- **Techniques for Qualifying Your Leads**
- **Using the Press as an Ally**
- **Advertising Strategies that Work**
- **Capabilities Brochure - What, Why and How**
- **Getting Referrals that Grow Your Business**

**Module: 3**

**Time: 28 Minutes**

**In this module you will learn about:**

- **Why Clients Leave You**
- **How to Avoid Giving Away the Business**
- **9 Client Fears and How to Overcome Them**
- **4 Things You Must Find Out Before Your First Meeting**
- **Techniques for Encouraging Buying Behaviors**
- **Proven Strategies for Overcoming Objections**

**Module: 4**

**Time: 15 Minutes**

**In this module you will learn about:**

- **Strategies for Getting Paid**
- **Working with Committees**
- **Techniques for Managing Your Time**
- **Retainer Agreements**

## **Bonus**

**By enrolling in this course you will get access to over 8 hours of audio files from leading consulting experts in the country.**

[Vendor Information](#)