

How To Do More Business With Business

Programme Overview



- How to consistently meet your targets for your work with employers
 - How to find the best employers to work with
 - How to make your offer attractive to employers
 - How to build your reputation with employers
- How to spot the employers who will never do business with you
 - How to revitalise your marketing to employers
 - How to use your website to bring in more business
 - How to get employers to seek you out
 - ... and a lot more.

This one-day masterclass is for everyone who wants to learn how to work more effectively with employers: This includes:

- senior managers
- business development managers
- sales and marketing staff
- curriculum leaders with responsibilities for working with employers.

The day is filled with hints and tips that participants will be able to use immediately to improve their employer engagement activities.

Applying this guidance will help colleges and work-based learning providers looking to build up their work with employers to earn more income from employer-focused programmes quickly.

Every one attending this programme will have the opportunity to work through a ten-point business development process that will help them to identify innovative ways of doing business with employers.

Book the **How To Do More Business With Business** masterclass into your staff development programme and see the difference in your approach to employer engagement.

How To Do More Business With Business - Order Form

(Please print and complete. Then return to the address at the bottom of the page.)

Organisation's Name and Address Post Code	Organisation's Telephone Number Organisation's e-mail address and website
Name of contact for invoicing:	Telephone number for invoicing contact:
How many managers do you wish to enrol on this programme? <i>(Please enclose names and job titles of participants on a separate sheet.)</i>	
Which are your preferred dates for delivery of this programme: <i>(Please offer at least two dates.)</i>	

Purchasing organisation's declaration:

1. I/We wish to book The Adams Consultancy Ltd to deliver the **How To Do More Business With Business** masterclass to managers in our organisation.
2. I/We understand that the fee for delivery of the one-day masterclass **How To Do More Business With Business** to a group of up to fifteen participants is £1,750.00 + VAT*.
3. I am authorised to place this order on behalf of the above organisation.
4. Payment is enclosed./An official purchase order is attached. *(Please delete as appropriate.)*

Name:..... Date:

Job Title:

* VAT registration 630 8379 34

VAT will be charged at the prevailing rate.

If you would like to book the programme to be delivered more than once, please print and complete a separate form for each booking.