

Season 1, Episode 5

HOW THE BANKER-ACCOUNTANT-LAWYER TRINITY MAXIMISES VALUE TO CLIENTS OF PROFESSIONAL SERVICES FIRMS

Presented by **beaton**

Three take-outs

1

Professionals contribute more when informed.
Maintain regular client contact.

2

Think beyond your discipline.
Understand the wider commercial implications for your client.

3

Build a regular cadence of working together and meeting to discuss goals.
Seek feedback ... and act on it.

Join us for our next episode
June 9th 2021, 1pm AEST

The dangers of discounting and what to do instead

George Beaton, John Clay and Libby Maynard
An expert **beaton** panel