

The Bold Business Developer Module Listing

*Appropriate modules are selected and customized based on the needs of the client firm.
For more in-depth descriptions of each module, [contact us](#).*

	Mindset	Business Development Mechanics				“Soft” Skills	
Workshop Titles	Leading the Effort	Planning & Organizing	Product Knowledge	Bus Develop Strategies	Bus Develop Process	Relationship Building	Communication Skills
“The Bold Business Developer: [Your firm] Leads the Way!” (Kick-Off Event)	★						
Coaching for Success: How to Be an Effective Business Development Coach	★						
Planning for Client Contact: Leveraging Resources		★					
Organizing Your Work Life: A Way to Maximize Business Development Opportunities		★					
Understanding Your Firm’s Competitive Advantage: The First Step to Staying Ahead of the Game!			★				
Adding Client Value: Providing Complete Solutions			★				
The Consultative Approach to Business Development: Going Beyond Product and Service Knowledge				★			
Prospecting and Targeting Techniques: Don’t Turn a Hot Prospect Cold!					★		
Warming Up to “Cold Calling”: Taking the Chill Out of Developing Business Via the Phone					★		
The Successful Client Meeting: Unlocking the Formula!					★		
Getting the Business: You Gotta Ask for It!					★		
But What If They Say No? Dealing With Rejection					★		
“Nouveau” Networking: The Art of Making Contact With Your Contacts!						★	
Learning About Your Client: Interviewing Techniques that Build Rapport!						★	★
Dealing with Difficult Clients: Turning Difficult Into Effortless						★	★
Eloquent Etiquette: Enhancing Your Social Interaction Skills						★	★
Presenting for Impact: How to Make a Compelling Presentation							★
Social Styles Next Generation: Use Your Interpersonal Style to Connect with your Clients!							★
Negotiating to Win/Win: Breaking the Traditional Rules of Negotiating							★