

# Exclusive Firm Event

- *Grow & Distinguish your People*
- *Grow & Distinguish your Firm*
- *Serve your Client's Better*

## Participant Benefits:

1. Business Advisor Training Certificate
2. Lean Six Sigma White Belt Training Certificate
3. Future access to our digital tools & content library



# Business Advisor BOOTCAMP

*Helping Firms "Talk the Talk" and "Walk the Walk"*

The exclusive **Business Advisor Bootcamp** is an executive MBA-style 4-hour intensive training that equips professional service providers (CPAs, attorneys, bankers, financial planners, etc.) to rapidly, methodically, and successfully become best-in-class business advisors to their clients!

Program includes **8 core advisory areas** representing **100+ value-growth ideas!**



Grow **ADVISOR MINDSET**



Grow **ADVISOR SKILLSET**



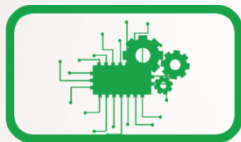
Grow **SALES**



Grow **PROFITS**



Grow **LEAN**



Grow **STRATEGY**



Grow **DIGITAL**



Grow **QUICK WINS**

Our unique content synergistically integrates tools, techniques, best practices, principles, and strategies used by top consulting firms, taught by top-selling business books, employed by continuous improvement methodologies such as Lean Six Sigma, and applied by our instructors within the business world.

***"The data is clear that clients want and value Trusted Business Advisors!"***

**DATE:** The bootcamp event date will be decided by the Professional Service Firm.

**PRICE:** **TBD** (contact the IBA for details)

**LOCATION:** **TBD** (contact the IBA to discuss)

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# Business Advisor Bootcamp

Firm Exclusive Event

## Business Advisor Bootcamp Training 4-Hour Agenda

- ✓ Introduction
- ✓ Grow ADVISOR MINDSET
- ✓ Grow ADVISOR SKILLSET
- ✓ Grow SALES (& Marketing)
- ✓ Grow PROFITS (Reduce/Optimize Costs)
- ✓ Grow LEAN (Process Improvement)
- ✓ Grow STRATEGY (& Execution)
- ✓ Grow DIGITAL (& Innovation)
- ✓ Grow QUICK WINS (Low-Hanging Fruit)
- ✓ Conclusion

### Helping Firms "Talk the Talk" and "Walk the Walk"

### Our Process

We have a proprietary and proven training process that we call "The IBA Process." **The training process includes timeless value-growth strategies and methodologies combined with innovative ideas and insights. The training teaches and provides the participants with real-world tips, techniques, and templates, so they can easily apply the value-added teachings.** Our signature event "Business Advisory Bootcamp" equips participants with 100+ value creation ideas and strategies covering the following 8 core value growth areas: Advisory Mindset, Advisory Skillset, Sales, Profits, Lean, Strategy, Digital and Quick Wins.



### Our Content

Our unique content **synergistically integrates** tools, techniques, best practices, principles, and strategies used by **top consulting firms**, taught by **top-selling business books**, employed by continuous improvement methodologies such as **Lean Six Sigma**, and applied by our instructors within the business world.

### Our Trainers

Our instructors include a mix of **best-in-class business management and value-growth consultants; business owners; rainmakers; investment bankers; and executives.** Their unique qualifications include: Certified Value Growth Advisors; Certified Lean Six Sigma Consultants; Certified Valuation Analysts; Certified M&A Professionals and Business Brokers; Digital & Business Transformation Consultants; Strategy, Sales, & Marketing Consultants; extensive Investment Banking & Private Equity experience; and even *reformed CPAs and attorneys!*

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