



## Your Business Your Way - creating the right model for you

When it comes to selecting the best non commissions based revenue model for your practice, there are several options available to you. This new workshop developed by the FPA in conjunction with E&W Strategic Partners, has been designed to provide you the 'thinking space' and guidance to uncover your personal vision and pathway for the future.

To fully maximise the opportunities of a fee-for-service environment for your practice, it is essential that we take the opportunity to revisit what your business will look like in the future, how it can operate optimally in a fee-for-service environment, and where the "sweet spot" is for you, your practice, and your clients.

With guidance and insight from a leading industry consultant in the area of fee-for-service, this workshop will help you to comprehensively plan for the future of your business and make the right decisions to help you achieve success for your practice in a brave new world of financial planning.

### What will be covered?

In this full day workshop, you will get to learn about and use for your own practice the "7P Framework", a simple and easy-to-understand planning model with tools and exercises to help you comprehensively plan out and align your practice to your personal career and business goals in a fee-for-service environment.

<b>Purpose</b>	<ul style="list-style-type: none"> <li>• Unlocking your vision for your practice</li> </ul>
<b>Proposition</b>	<ul style="list-style-type: none"> <li>• Identifying the right value proposition and service offerings</li> </ul>
<b>Promotion</b>	<ul style="list-style-type: none"> <li>• Building a compelling story and communications for your clients</li> </ul>
<b>Platforms &amp; Process</b>	<ul style="list-style-type: none"> <li>• Optimising the performance and efficiency of your business</li> </ul>
<b>People</b>	<ul style="list-style-type: none"> <li>• Getting the right people in the right jobs</li> </ul>
<b>Placement</b>	<ul style="list-style-type: none"> <li>• Finding the right location for your business</li> </ul>
<b>Profit</b>	<ul style="list-style-type: none"> <li>• Creating a profitable model for your business</li> </ul>

Covering the entire planning process, you will have the opportunity to gain personalised tips and insights specific to your practice from industry experts to help you build a sustainable, profitable and valuable practice for the future.

### About your coaches

#### Lap Tin Tsun

Lap-Tin is the Managing Director and Lead Consultant for E&W Strategic Partners. As a strategy and business transformation professional, Lap-Tin has been involved over the years in numerous strategic development and business transformation initiatives for the likes of Macquarie Bank, AMP, MBF, MLC, as well as many SME's.

#### Ian Mckneil

Ian is a senior consultant with E&W Strategic Partners and comes from a background spanning over 30 years including accounting, corporate treasurer, as well as running his own financial planning practice over 14 years.

**Seats are limited to accommodate small group discussions and one-on-one coaching.**

- ◆ **Sydney** Wednesday 24th March
◆ **Melbourne** Friday 21 May
◆ 9 am to 5.00 pm
- ◆ **Members** \$450 (Includes GST)
◆ **Non Members** \$550 (Includes GST)
◆ 8 CPD Points

[Click here to reserve your seat](#)