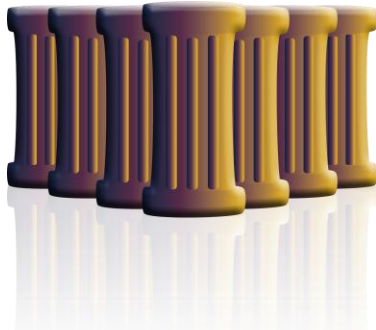


Consultant Development Program Menu

Advance Consulting offers a complete approach for transforming professionals across industries and job types into skilled consultants, and service groups into high-value organizations with unique consulting “brands”.

Our approach follows [The Seven Pillars of Consultant Development](#), and our menu of



products and services is organized around helping clients design and implement the seven pillars of their own consultant development programs. This provides for a modular approach based on your goals and the level of support you need.

Whether it's individual skill training or a large business initiative that requires a top down approach to cultural change, Advance Consulting can help you accomplish your goals.

Listed below is a menu of our Consultant Development products and services, organized around the essential Seven Pillars.

Defined Business Goals

- Vision for Change/Value Proposition Development

Discovery and Planning

- Organizational Assessment/Gap Analysis
- Consulting Competency Customization
 - Individual Contributors
 - Middle Managers
 - Senior Staff/Leaders
- Consultative Competency Assessment
- Program Planning

Adequate State of Readiness

- Leadership/Manager Alignment
- Strategic Communication Planning
- Organizational and Operational Enablement



Multi-Level Learning Continuum

- Workshops
 - Consultative Partnering Workshop
 - High Impact Business Presentations
 - High Impact Business Writing
 - Consultative Coaching and Feedback for Managers
 - Building Business Partnerships
 - Winning With Service
- Additional Learning Components
 - Business Acumen
 - Financial Acumen
 - Creating Value Propositions
 - Working With Sales
 - Working Remotely
 - Negotiations
 - Client-Specific Partnership Building

Ongoing Reinforcement and Development

- Online Toolkit
- Reinforcement Webinars
- Classroom Reinforcement and Focus Sessions
- Advanced Development Topics Webinars and Classroom
- Strategic Manager Sessions
- Executive Coaching



Systemic Enablement and Sustainment

- Performance Appraisals
- Incentive Structures
- Consultative Process Engineering
- Organizational Structure and Design

Performance Measurement and Reporting

- Follow-up Assessment and Results Measurement



At Advance Consulting, we take the time to understand the needs and challenges that face your organization. We help you select the services you need to continue your path of growth and success. We have a proven method for organizational change and training that includes a balanced set of readiness, skill development, reinforcement, and systemic change activities. Our senior consultants and facilitators are world-class and accessible regionally throughout the United States and Hperspective to deliver relevant, targeted services that help professionals at all levels feel understood and supported in meeting their goals.



We are committed to helping our clients advance the way they work, and look forward to the opportunity to work with you.

If you would like to speak with one of our experts about your program, we would be happy to help – no obligation of course.

[Set Up a No-Obligation Consultation Now!](#)

For more information, contact Advance Consulting Inc. at 831-372-9444, info@advanceconsulting.com, or advanceconsulting.com Copyright 2014, Advance Consulting Inc. All rights reserved.