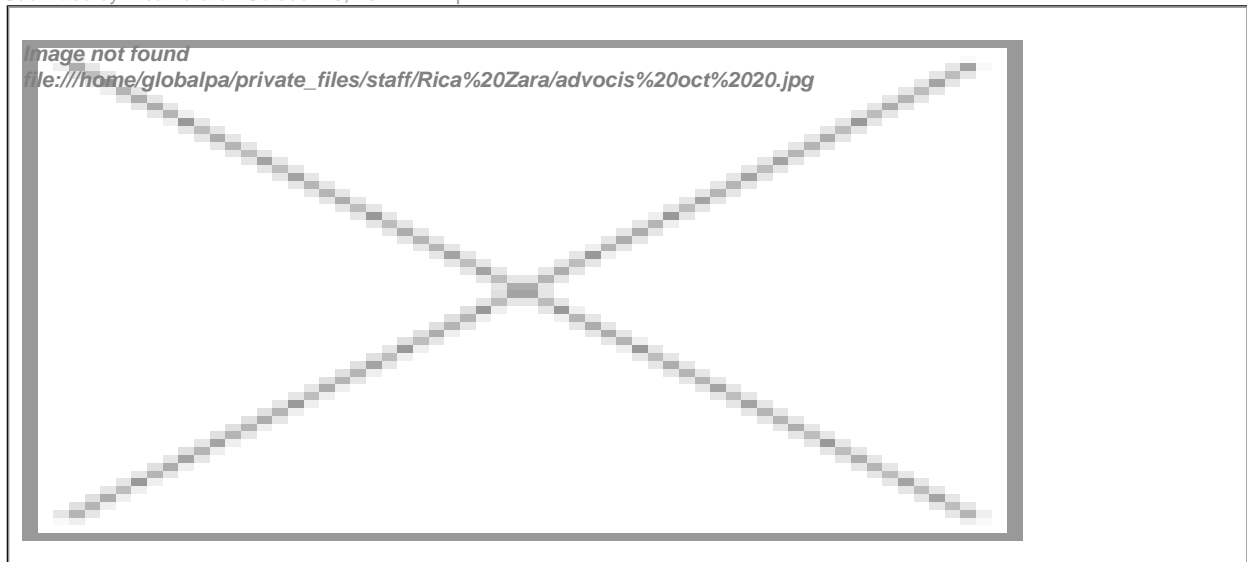




GLOBAL PACIFIC  
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## Practice Development Series Module 12A - Relationship Management

Submitted by Rica Zara on October 20, 2021 - 2:11pm



Practice Development Series

Register Now



Module 12A - Relationship Management

11:30 P.M. (PST) - 12:30 P.M. (PST) - 1:30 P.M. (PST) - 2:30 P.M. (PST) - 3:30 P.M. (PST) - 4:30 P.M. (PST) - 5:30 P.M. (PST) - 6:30 P.M. (PST) - 7:30 P.M. (PST) - 8:30 P.M. (PST) - 9:30 P.M. (PST) - 10:30 P.M. (PST) - 11:30 P.M. (PST)

As you build your business, additional tasks need to be undertaken to ensure the continuity of the business and its continuous growth. In this module you will learn:

- The importance of ongoing relationship management and developing a steady communication plan
- How to ask for feedback and from whom
- Growing your business by generating referrals

***\*Module Twelve has been approved by The Institute for 3.0 CE credits.***





































# Development Series Includes:

## Modules 1-3: Hosted by Advocis Vancouver Island Chapter:

Source: If you have any questions for content regarding this event, please email [relationship-management@advocischapter.ca](mailto:relationship-management@advocischapter.ca)

Advocis Thompson Okanagan at: [thompsonokanagan@advocischapter.ca](mailto:thompsonokanagan@advocischapter.ca)

- **Module 1A:** Business Planning: September 15, 2020
- **Module 1B:** Business Planning/Mentor Input: September 22, 2020
- **Module 2A:** Marketing: October 6, 2020
- **Module 2B:** Marketing/Mentor Input: October 20, 2020
- **Module 3A:** Prospecting: November 17, 2020
- **Module 3B:** Prospecting/Mentor Input: November 24, 2020

## Modules 4-6: Hosted by Advocis Greater Vancouver:

- **Module 4A:** Preparation: January 12, 2021
- **Module 4B:** Preparation/Mentor Input: January 19, 2021
- **Module 5A:** Client Engagement: February 9, 2021
- **Module 5B:** Client Engagement/Mentor Input: February 23, 2021
- **Module 6A:** Analysis: March 9, 2021
- **Module 6B:** Analysis /Mentor Input: March 16, 2021

## Modules 7-9: Hosted by Advocis Greater Kootenay:

- **Module 7A:** Advice Delivery: April 13, 2021
- **Module 7B:** Advice Delivery/Mentor Input: April 20, 2021
- **Module 8A:** Business Management: May 11, 2021
- **Module 8B:** Business Management/Mentor Input: May 18, 2021
- **Module 9A:** Practice Management: June 8, 2021
- **Module 9B:** Practice Management/Mentor Input: June 15, 2021

## Modules 10-12: Hosted by Advocis Greater Thompson Okanagan:

- **Module 10A:** Marketing Your Practice: September 14, 2021