

'Immediate Actions to Generate Revenue and Cash'

Guest speaker: Alistair Marshall, Partner at Julian Midwinter & Associates

5.30pm for 6pm start – 7pm Thursday 19th June 2014

Union, University and Schools Club, 25 Bent Street, Sydney

Attendees will learn best practice for attracting new clients and winning more new business and the Ten 'Must Have' Business Development systems utilised by the most successful firms in the industry.



Alistair Marshall has worked with leading law firms, accountancy practices, banks and household name corporates for more than 20 years, helping them to attract new clients and win more new business.

His specialty is implementing simple, achievable, and cost-effective business solutions to small practices through to large regional and national firms. His track record demonstrates

consistent results in achieving double digit growth in new client instructions.

Alistair has held National posts in sales & marketing departments within multi-national corporations and has been responsible for budgets in excess of A\$100m.

He has recently completed a third book entitled 'The Complete Business Development Guide for Professional Firms'.



<http://www.julianmidwinter.com.au/>

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Bookings essential as seating is limited.

RSVP with payment by 16th June to:

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