

June 2010



## LRM Monthly Training Briefing

### Welcome

#### LRM's Graduate programme

Patrick Bird has been delivering personal skills programmes for graduates and trainees and young partner development courses for several years within some of the top twenty accountancy firms including the Big 4.

The graduate programme is undertaken as a day long simulation where Patrick acts as a client whilst the participants develop their skills in:

- Giving a clear introduction of the themselves and the firm
- Establishing a clear joint agenda with the client
- Build rapport/relationship with the client
- Develop the use of open and probing questions
- Have congruence between what they say and their body language and tone of voice
- Engage with the client
- Information gathering skills to enable a process mapping workshop with the client
- Manage client expectations
- Deal with conflict

At the end of the programme each participant is given feedback to enable them to achieve their individual learning goals and ensure they are a rounded member of the team from day one.

Patrick's unique background combines senior business and financial experience at both FC and FD level with professional acting. Six years ago Patrick changed career path to take a professional acting course and has since combined acting and performance skills with coaching and training. He facilitates behavioural change with the aim of improving performance for a variety of personal and business challenges using a wide range of tools including workshop facilitation and business simulation.

LRM's sister company **Blenheim Palace Conferences** has introduced the full programme for their autumn conference:

#### **Annual Update for the Farm and Estate Manager and their Advisors.**

Making sure the farm runs efficiently and profitably is key to modern farm management. Modern farm management is about monitoring, analysis, planning and action. Cutting costs, increasing revenue and creating business efficiencies are just part of the huge role of the farm and estate manager and their advisors.

Chaired by John Hoy, Chief Executive of Blenheim Estates, the Blenheim Palace Conferences one day event on **7 October 2010** will be addressed by key agricultural speakers who between them have decades of experience working in the industry and will bring hands on practical experience of the issues involved.

#### The conference will cover:

- Coping with Government and EU Red Tape
- Farm Management Accounting Issues
- Diversification and the modern farm
- Managing your human resources
- Succession planning steps and checklists
- A to Z Legal Round Up
- Restoring the balance between the need to produce food and fuel whilst achieving effective conservation
- Sound marketing strategies to reconnect with the consumer

During June and July 2010 Blenheim Palace Conferences has a £100 plus VAT discount per delegate off the current DDR of £299 plus VAT giving you the opportunity to improve your business profitability within this excellent networking opportunity and ensure you are up to date with the current regulatory challenges in this area and the latest environmental issues and thinking.

For full programme information including a list of speakers go to:

[www.blenheimpalaceconferences.co.uk](http://www.blenheimpalaceconferences.co.uk)

For further information or to book any of the featured speakers in this month's bulletin please contact Jo :  
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