

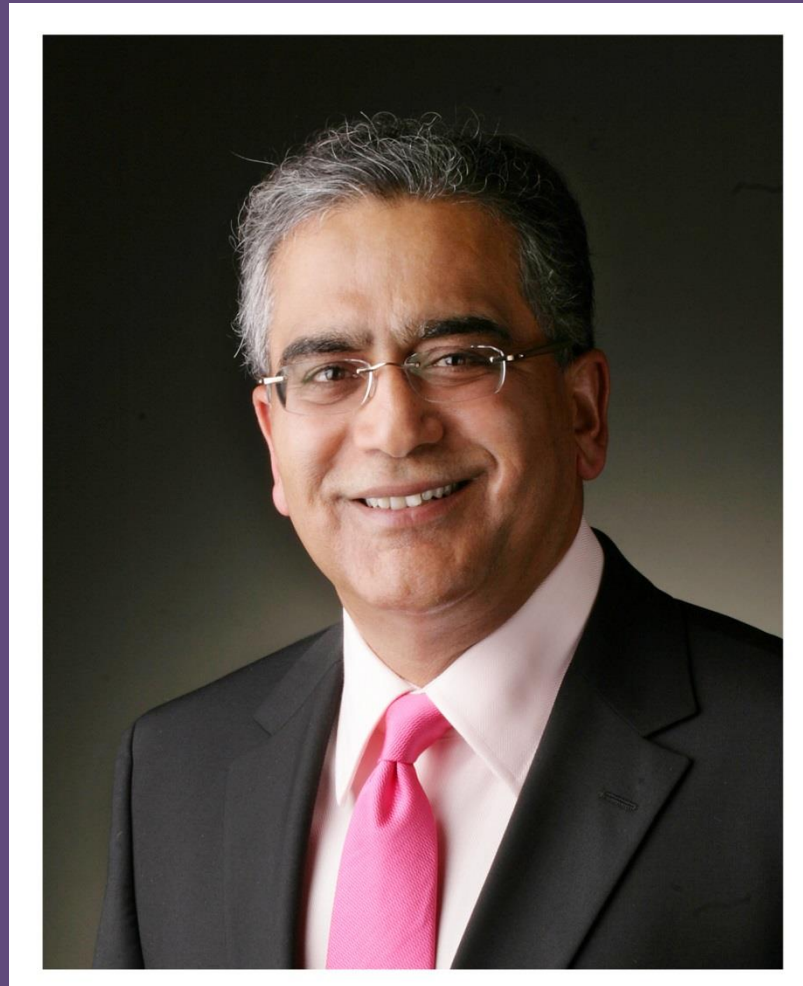
Empower Your Journey Vision to Victory

BY CA HIMANSHU GOYAL



You are here!! It's a Fact!!

**Your only being here will
change your life!! It's a
myth!!**



Agenda

Practice Vs Job

Effective Communication and Negotiation Skills

How to get New Clients

Client Relationship

Understanding Client Needs

Time Management

Best Practices in Practice Management

Referral Practice

Financial Management and Budgeting

Agenda

Zeal

Hard Work

Goals

Opportunity

Vision

Visibility

Perseverance

Networking

5P Success Formula

Zeal



Goal



Hardwork



Vision



Oppportunity



Visibility



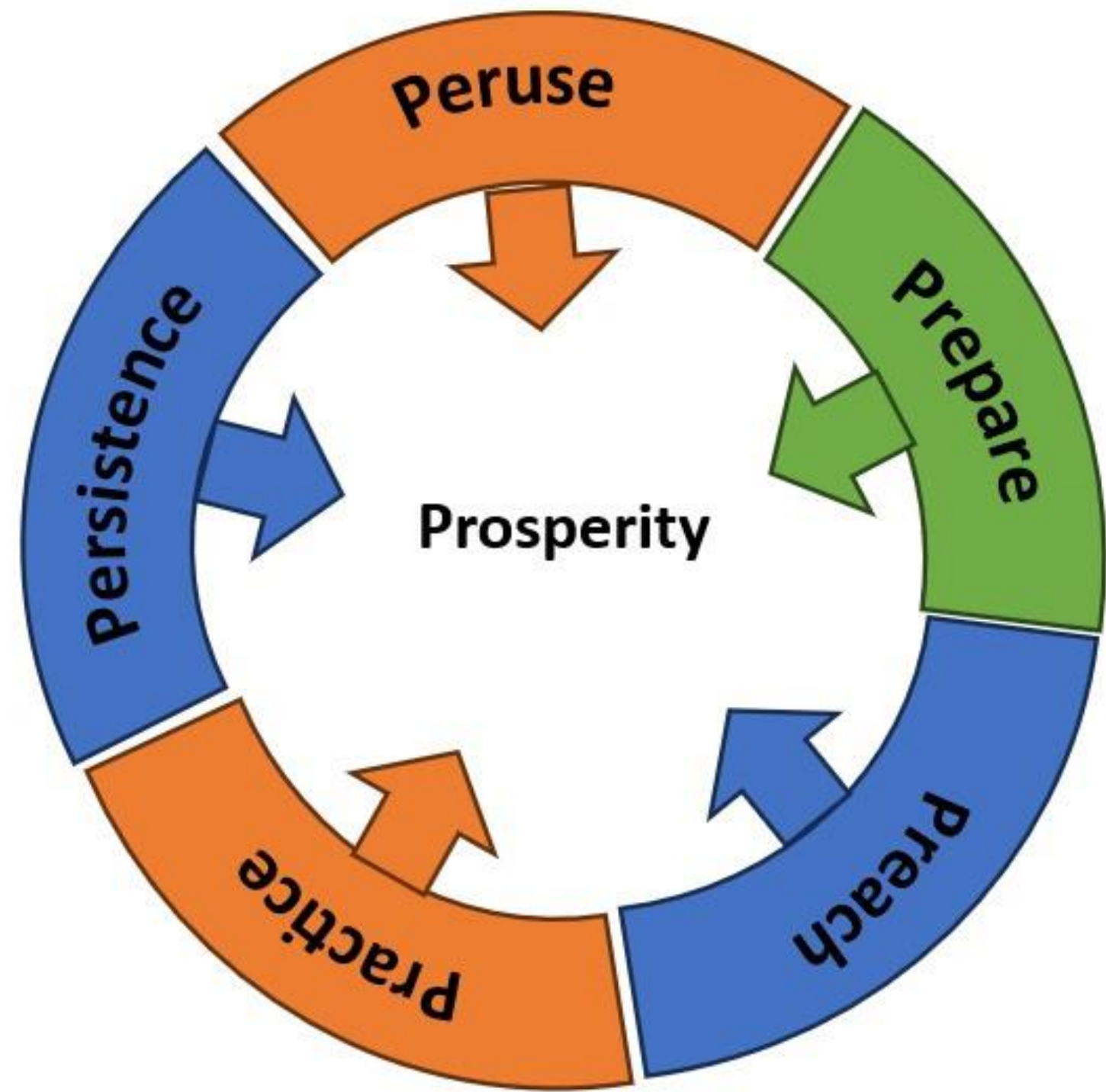
Perseverance



Networking



The 5P Formula for Professional Prosperity



#5Ps by Himanshu for Professionals

Peruse

Identify a subject and read it sincerely, along with allied laws, so much that you gradually gain proficiency in same. Identify something unique.



Prepare

Make Proper Notes, Presentations, Charts, Codes, Snapshots, Proposals etc. to gain further command on subject

Preach

The more you share the more you learn!! Take sessions/seminars on subject, write articles, news, short synopsis, posts etc. to make people know your knowledge on the subject. Select B2B or B2C audience based on the subject

Practice

As u start sharing your knowledge work would come to you more often. Where one part of effort in on good reading and preaching the most important part is effective delivery of work specially considering quality and timelines. U must strive to excel in quality and timely delivery of whatever you do. Remember to develop a good team)

Persistence

This is the most difficult part. Continuous reading, preparation, preaching and practice is required for the 6th P.

To become a leader all these tasks are to be done on regular basis. You cannot read one day and practice for a year, u cannot preach one day and sit for work to come throughout the life. Every P needs to be done regularly. This P actually converts a common professional to a Prominent Professional)

Prosperity



Prosperity is the 6th P which will automatically come to you with the
5P Formula!!

How to charge??





LOUIS VUITTON



LOUIS VUITTON



Before you Charge!!

Who are you!!
(Brand/Product)

Who is person sitting before you!!
(you need him or he needs you)

He has come to you or you have approached him!!

What is your offering!!
(Product/Service/Emotion)

Before you Charge!!

Does your offering has value for the client
(why is that service important for client)

Does your Client knows the value of that service or you need to
explain

Does your experience commensurate with the type of service
demanded/offered

What are the other options available with the client

What makes you best !!

Principals Before you Charge!!

Clients value outcomes, not hours worked

Price strategically, considering client
benefits

Communicate value clearly

Focus on results-oriented services

How to decide what to charge?

- 1. Value-Based Fees (VBF):** Price services based on client benefits.
- 2. Abandon Hourly Billing:** Move beyond time-based billing.
- 3. Focus on Results:** Emphasize outcomes, not inputs.
- 4. Client Perception:** Understand client needs, goals, and values.
- 5. Strategy Before Tactics:** Define scope, objectives, and metrics.

Steps to charge!!

- 1. Identify High-Value Services**
- 2. Assess Client Needs**
- 3. Develop Value Proposition**
- 4. Establish Fees Strategically**
- 5. Communicate Value Effectively**
- 6. Negotiate and Close Deals**

Negotiating Fees!!

Pre-Negotiation Preparation

1. Research client needs and goals.
2. Define your objectives and limits.
3. Gather data and supporting evidence.
4. Develop a negotiation strategy.

Key Negotiation Principles

1. Separate people from issues.
2. Focus on interests, not positions.
3. Listen actively and empathetically.
4. Seek creative solutions.
5. Maintain a positive attitude.

Client-Specific Negotiation Strategies

1. Understand client motivations and pain points.
2. Emphasize value and benefits.
3. Address concerns and objections.
4. Offer alternatives and options.

Common Pitfalls in Negotiation

1. Lack of preparation.
2. Emotional attachment.
3. Inflexibility.
4. Poor communication.

THANK
YOU!

Presented by:

CA Himanshu Goyal

9358812012

himanshu@rngca.com