



TGP CURRICULUM

COURSES

PRACTICE MANAGEMENT

- Building an Extraordinary Firm 1 Day
- FranklinCovey's Meeting Advantage 1 Day
- FranklinCovey's Project Management Essentials 1 Day
- FranklinCovey's The 5 Choices to Extraordinary Productivity 1 Day
- FranklinCovey's Writing Advantage 1 Day
- What The Managing Partner Wants You to Know 1 Day

LEADERSHIP DEVELOPMENT

- Coaching, Mentoring & Developing Talent 1 Day
- FranklinCovey's Leading at the Speed of Trust 2 Days
- FranklinCovey's The 7 Habits of Highly Effective People 2-2.5 Days
- The Leadership Challenge 1-1.5 Days
- Understanding Teams and the 5 Dysfunctions 1 Day

PRACTICE DEVELOPMENT

- Advanced Salesmanship 1-1.5 Days
- Building a Referral Pipeline 1 Day
- Disciplined Marketing in a CPA Firm 1 Day
- Listening with a SPIN 1 Day
- Present Like a Pro! 1.5-2 Days
- Talent Management 1 Day
- The Reluctant Salesperson 2 Days

MODULES

PRACTICE MANAGEMENT

- Benchmarking 2 Hours
- What the Managing Partner Wants You to know 4 Hours

LEADERSHIP DEVELOPMENT

- Executing Against Your Strategic Vision 4 Hours
- FranklinCovey's 4 Imperatives of Great Leaders 4 Hours
- FranklinCovey's Building Process Excellence 4 Hours
- FranklinCovey's Clarifying Your Team's Purpose and Strategy 4 Hours
- FranklinCovey's Inspiring Trust 4 Hours
- FranklinCovey's Leading Across Generations 4 Hours
- FranklinCovey's Unleashing Talent 4 Hours

PRACTICE DEVELOPMENT

- Advancing Commitment with Coveted Prospects 2 Hours
- Building Your Referral Pipeline 4 Hours
- The Loyalty Effect + NPS 3 Hours
- Get Your Net-Working 2 Hours
- LinkedIn Workshop 3 Hours
- Personal Branding: Your Individual Image Plan 2 Hours
- The PIF Process: Overcoming Objections 2 Hours