



Outstanding Services for Alliance Members and Their Clients

Reach your firm's revenue and retention goals and get results with Sherwood services in three critical areas:

- *Business Growth Consulting*
- *Leadership Development*
- *HR Outsourcing*

As a Business Resource Network member in the Alliance, we are proud to have trained more than 7,500 BDO-affiliated professionals and partners in this industry on a broad range of leadership and practice development topics. See the list of workshop topics below and more details on the following page about our services for you and your clients.

Select BDO Seidman Alliance Workshops Delivered by Sherwood Learning Solutions

- Attracting & Retaining Talent
- Communicating for Results
- Critical Thinking & Decision Making
- Delivering Effective Presentations
- Employment Law (general)
- Globalization Strategies
- Leaders as Career Advisors
- Leadership & Emotional Intelligence
- Leading Engagement Teams
- Managing Multiple Generations
- Managing My Own Career
- Managing Performance Excellence
- Negotiating Skills
- Preparing Effective Presentations
- Preparing Professionals for Management
- Project Management
- Respect in the Workplace (harassment)
- Selection Interviewing
- Strategic Planning
- Strengthening Client Relationships
- Succession Planning
- Team Leadership
- Team Presentations

Business Growth Consulting

Strategic Planning

Positioning your firm for growth and long-term continuity by assessing strengths, market position, your talent pipeline and opportunities to strengthen services for new and existing clients.

Maximizing Client Partnerships

Proven processes and skills that become an integral part of the way your firm generates new business and continually adds clients through referrals and networking.

Client Presentations

Training to develop compelling proposals and make team presentations that result in expanding your firm's client base.

Benefits: Strategies to ensure long-term financial stability and continuity true to your firm's core principles and reputation in the marketplace.

Leadership Development

Succession Planning

Preparing for the "next generation" of leaders by aligning your firm's goals with the performance and potential of your senior management and upcoming partner talent.

Custom Training

Dozens of proven workshops targeted to Alliance members to strengthen the skills that professionals and leaders need to serve clients effectively and manage performance of your associates.

Mentoring

Developing new and future leaders through on-demand learning tools and tapping your firm's leaders as learning coaches.

Benefits: Leaders prepared to tackle marketplace challenges, manage their staffs and grow your firm's reputation and revenue.

HR Outsourcing

HR Audits

Assessing your firm's systems, processes and potential risks, resulting in an action plan that provides sustainable internal controls that can be managed internally.

Employment Law and Policies Support

Clearly written handbooks and practical workshops for your firm's professionals to prevent costly misunderstandings and ultimately protect the firm from financial risk.

HR Talent Connection

On-site or on-call expertise in staffing, employee relations, compensation and benefits with professionals to coach managers and partners on the wide range of human resources issues.

Benefits: Maximize the performance of your professionals and minimize risk exposure with HR expertise to help your firm focus on growing the business and serving clients.