

Practice Management Institute Online Offerings

Course Title	CPE Credits	Regular Pricing	PMI Discount Pricing
Getting Ready for Succession – First Steps First	5	\$129.95	\$103.96
Helping Your Clients Identify, Prioritize and Quantify their Needs (all video)	2	\$59.95	\$47.96
How to Pass the Torch Without Getting Burned	8	\$199.95	\$159.96
Interpreting Your QuadLead/SIMLA™ Assessment (mainly video)	1	\$99.00	\$79.20
Interpreting Your Everything DiSC© Management Profile (mainly video)	1	\$99.00	\$79.20
Introduction to the Eat What You Kill and Building a Village Models of Operations (all video)	2.5	\$74.95	\$59.96
Making Your Way Through the Merger/Sale Maze	6	\$149.95	\$119.96
Managing Client Satisfaction (all video)	2	\$59.95	\$47.96
Managing for Accountability (all video)	1	\$29.95	\$23.96
Managing Your Business Development Efforts (all video)	1.5	\$44.95	\$35.96
Managing Your Firm by the Numbers (all video)	1.5	\$44.95	35.96
Managing Your Workload (all video)	1	\$29.95	\$23.96
Most Trusted Business Advisor (MTBA) Framework	10	\$269.95	\$215.96
Most Trusted Business Advisor-What, Why and How (all video)	2.5	\$74.95	\$59.96
Moving from Eat What You Kill to the Building a Village Model (all video)	2	\$59.95	\$47.96
Pulling It All Together with a Partner / Shareholder Agreement (all video)	2.5	\$74.95	\$59.96
Retirement Issues and Strategies	2	\$59.95	\$47.96
Shareholder/Partner Agreement Framework Built on a Standard Operating Procedure Approach <i>*Includes downloadable sample partner agreements in an SOP format for LLC, LLP & PC firms</i>	3.5	\$3,500.00*	\$3,250.00*
Show me the Money – Determining the Value of Your Firm	2	\$59.95	\$47.96
Strategies for Developing Leaders to Take Over the Firm	2	\$59.95	\$47.96
Succession Planning From A to Z	17	\$399.95	\$319.96
The CPA as Most Trusted Business Advisor: An Introduction	4.5	\$119.95	\$95.96



Practice Management Institute Courses in Development

Course Title
Dynamic Leadership™ Part 1 (all video)
Dynamic Leadership™ Part 2 (all video)
Dynamic Leadership™ Part 3 (all video)
Dynamic Leadership™ All (all video)
Finding Time to Manage Your Firm (all video)
How to Build a Partner Compensation System that Supports Accountability (all video)
How to Facilitate Client Meetings: Techniques and Processes (all video)
Interpreting Your SIPA™ Assessment (for executives and professionals) (mainly video)
Most Trusted Business Advisor (MTBA): Administrative and Organizational Issues
Most Trusted Business Advisor (MTBA): Identifying and Marketing Your Services
Most Trusted Business Advisor (MTBA): Pulling It All Together as a Facilitative Advisor
Most Trusted Business Advisor (MTBA): The Comprehensive MTBA Course
Practice Improvement Ideas: Practical Steps You Can Take Today (all video)
Pricing Your Advisory Work and Engagement Tips (all video)
The Succession Management Landscape in 2012 (all video)
Thomas Kilmann Conflict Style Review
2012 Small Firm Succession Survey Results (all video)

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