



"Great 2 days! We have been searching for over 2 years for someone like GPL. Someone who knows our Industry and understands the real internal issues we face"

Richard Munro, Munro Accountants, Gold Coast

"Thank you for reminding us that the accounting industry has NO limits to its opportunity to strengthen profits & professionalism"

Janet Wilson, Lettens, Melbourne

"We've now sent all of our partners and managers to the past 3 events. The learning is incredible and resulted in super growth in our team and ultimately our growth and results".

Michael Papandrea, Wilson Watt Papandrea, Canberra

"Awesome - reinforced my philosophies, but also gave me practical knowledge for more depth, looking forward to a long association with GPL."

Noel Meney, Poole & Associates, Melbourne

"Great event, we look forward to working with GPL to take The Practice to the next level."

Robert Hadded, The Practice, Melbourne

It would cost 10 times the seminar fee to spend 2 days individually with Darren & Paul, so don't miss this opportunity!

* This is the 4th official facilitation of this event in Australia. Find out inside why hundreds of Accountants have attended Leadership, 1, 2 & 3 over the past 24 months and why they are coming back



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growth profit liquidity

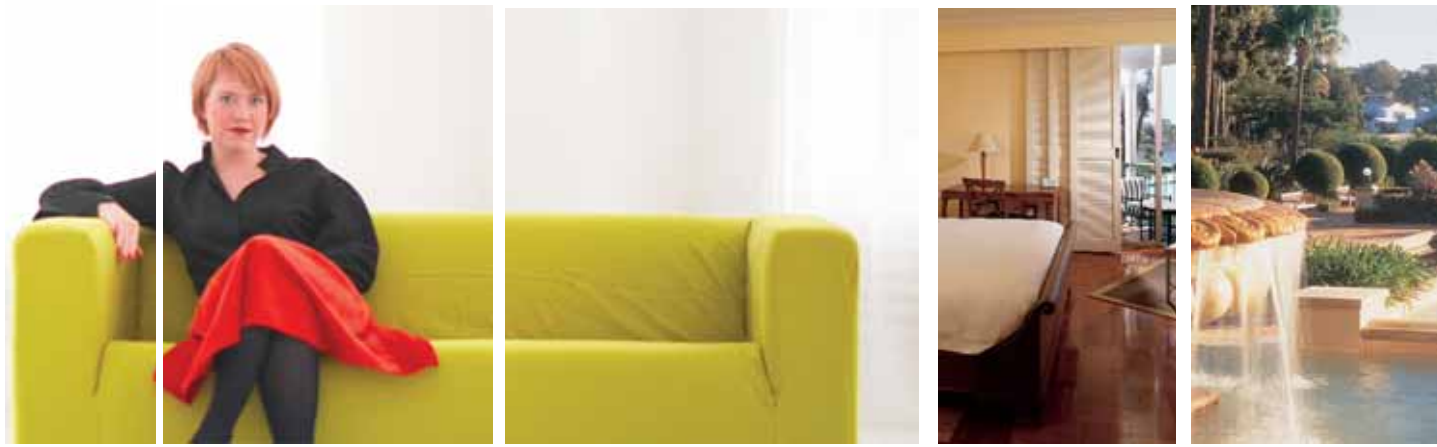
Australasia's only 2 AND A HALF DAY workshop solely focused on how your Accounting Practice can increase Growth, Profit & Cash Flow through Advanced Practice Management Techniques.

September 13, 14 and 15
The Sheraton Mirage Resort & Spa
Gold Coast

**STRICTLY ACCOUNTANTS
ONLY**

Coaching, Training & Software Exclusively for Accounting firms.

Leadership 2006
Advanced Practice Management Workshop
GPL
NETWORK



The role of the traditional Partner in an accounting firm has changed.

The role of the Partner is more about LEADERSHIP than ever before.

Advanced Practice Management skills are now a necessity for any Professional Service Firm.

GPL Network specialise in providing 'Precision Management Monitoring & Accountability Training & Tools' for the Accounting Profession.

You will learn at this workshop that how you 'Lead' your firm rather than 'How Much You Do' is accelerating the results of Australia's high performing firms. Come and discover the secrets for yourself!

Welcome to Leadership 2006

GPL Network was founded in 2001 to work exclusively with Accounting Firms to help them focus on just 3 disciplines:

1. Increasing Growth
2. Increasing Profit
3. Increasing Liquidity

The industry at the time was highly focused on Growth and Consolidation which provided interest and debate in the profession.

Throughout the last 5 years, GPL has uncovered through working hand in hand with Accounting Firms across the country that the true secret to increasing profit, allowing for effective delegation and ultimately for sustained above industry average growth falls back to a few simple areas. It's your ability to LEAD your firm, IMPROVE your practice management and STREAMLINE your workflow system.

You'll learn why these aspects are having such a profound impact on Practice Performance at LEADERSHIP 2006.

We have found at GPL that many accounting firms are measuring 'key figures' each month, but the more important question is what are you doing with those figures?

Are you mentoring or coaching your Manager's to increase productivity & efficiencies, and then assisting them with their team members, or are they (and you) still 'doing' the work yourself? If so, what is the cost of poor management to your firm on PROFIT and GROWTH?

At LEADERSHIP 2006 you will be introduced to a range of leadership principles that will assist you from a personal and business perspective. We look forward to seeing you in September at The Sheraton Mirage Resort & Spa.

12 Powerful Reasons why Accounting Firms like your own will be attending Leadership 2006.

- Discover why Profits in Accounting Firms across the board are on the Increase
- Find out why Australia's best performing firms are hiring Practice Managers and more importantly what their role should be
- Uncover why bottlenecks in Accounting Throughput are severely impacting your profit and billing
- Learn how to supercharge your Productivity through Micro Practice Management
- Analyse your client base based on Profit and Liquidity NOT fees alone!
- How to "Lead" your clients for increased fees, top end margin and attractive payment terms
- Discover the true meaning of Practice Management
- Determine who is best "qualified" in your firm for Practice Management
- Learn how to Unleash the hidden potential in your firm and client base
- Learn why the "right" training is paramount for long term team member retention & sustained productivity
- Understand why Workflow Systems are a crucial ingredient for Growth & Successful Delegation
- Finally, you'll learn how to create massive Growth in a controlled, stable strategic manner

LEADERSHIP 2006 in detail

Day 1 - Wednesday 13 September, 2006

1.00pm	Register
1.10pm	Welcome. Official Opening to Leadership 2006
1.30pm	Personal Leadership Assessment
2.15pm	Your future depends on your ability to LEAD effectively
3.00pm	Break
3.20pm	The 12 Essentials of Leadership
5.20pm	Break
5.30pm	The Evolution of Practice Management & The Role of your Practice Manager
6.30pm	End Day 1
7.30pm	Official Opening Cocktail Party - Dress to impress!

Day 2 - Thursday 14 September, 2006

8.00am	Benchmarking - How does your firm compare to industry best practice (Guest Speaker)
9.00am	How to INCREASE Productivity in your Firm - Managing Workflow
10.00am	Break

10.20am	How to INCREASE Productivity in your Firm - Removing Bottlenecks in Throughput
11.45pm	Paperless Office - Guest Speaker
12.30pm	Lunch
1.15pm	How to INCREASE Liquidity in your Firm
2.00pm	Case Study - Leading a Firm for Success & Happiness (Guest Speaker)
2.45pm	BREAK / Group Networking Activity
4.45pm	Sustaining Success (Guest Speaker)
5.45pm	Client Classification & Selection
6.45pm	End Day 2
7.15pm	Dinner by the Lagoon Pool

Day 3 - Friday 15 September, 2006

8.00am	Growth (Marketing & Selling your Business)
9.30am	Growth (Increasing Your Average Fee - Guest Speaker)
10.15am	Break
10.45am	Leading a Team in today's Modern Environment
11.45am	Succession Planning (Guest Speaker)
12.15pm	Break
12.30pm	Panel / Developing your GPL Action Plan
2.00pm	Leadership 2006 Concludes

Your presenters - An exceptional learning experience with GPL's head coaches Darren Herft and Paul Jansz.



Darren Herft has worked with accounting firms over the past 10 years consulting to various accounting firms in Australia, New Zealand and the US. From KPMG, to small sole practices Darren is in demand. Darren's impact on accounting firms he continues to coach is second to none with the results of these firms quite staggering. Having personal success with a number of business ventures and applying 'manufacturing' key performance indicators to a number of accounting firms Darren has increased Growth, Profit & Liquidity... and more importantly happiness!! His knowledge on Workflow Management is unparalleled and that alone is worth attending for.

Paul Jansz recently returned from 3 years in the United Kingdom where he managed a global consulting firm taking it from £400,000 a month to £1.3m a month in revenue, leading teams in Australia and the United Kingdom. Paul has a high level of strategic focus in sales, marketing and people management. Having dedicated 17-years to the service industry, Paul is a motivated and innovative leader, who has worked with a number of accounting firms over the past 24 months to reach amazing results in short periods of time by developing a strong disciplined focus. Having worked with accounting firms in Australia and New Zealand Paul's senior management experience extends to more than 12 years, and together with his business qualifications, knowledge & innovative skills make him one of the most sought after consultants.

Paul & Darren have a combined total of over 20 years senior management experience, 14 years with accounting firms, and they together understand the frustrations of day to day management. Both have researched the accounting industry and come to the agreement that 'management' and 'leadership' is what lacks in the industry with the ability to make team members responsible & accountable for sustaining long term success!