

# AVN TRAINING 2022

Free places for AVN members and team on all training (events may be subject to change)

## SEPTEMBER

**1st 12:30 - 1:30**  
**Thursday webinar - online**

### **How to motivate and engage your team**

Did you know that only 9% of employees in the UK are fully engaged with their job? Find out how to build a team that's as committed as you are.

**6th 12:30 - 1:30**  
**Tuesday training - online**

### **Starting the conversation - Business Growth**

Find out how to introduce business growth services to your clients when they see you as "just their accountant".

**8th 12:30 - 1:30**  
**Thursday webinar - online**

### **What your website really says about you**

Patrick McLoughlin shows you how to create a website that differentiates you from the crowd - and attracts your perfect clients.

**4th 12:30 - 1:30**  
**Tuesday training - online**

### **"Hope won't pay the bills"**

Andrew Miller discusses key points from his book (which we sent you in July) - essential if you have clients on the verge of losing their business.

**6th 12:30 - 1:30**  
**Thursday webinar - online**

### **Workplace wellness**

AVN's Kerry Riley shares more tips and advice on creating a wellbeing-focused workplace - topic TBC.

**Tuesday 4th 12:30 - 1:30**

**Tuesday 11th 12:30 - 1:30**  
**Tuesday training - online**

### **AVN Software Clinic**

Get answers to your questions on the AVN software so you can use it more effectively. Your opportunity to pick the brains of the AVN experts!

**13th 12:30 - 1:30**  
**Tuesday training - online**  
**AVN Software Clinic**

Get answers to your questions on the AVN software so you can use it more effectively. Your opportunity to pick the brains of the AVN experts!

**15th 12:30 - 1:30**  
**Thursday webinar - online**  
**Leveraging the sales matrix**

Dave Graham of CMap shows you how to create a sales matrix to kickstart cross-selling to your existing client base and grow your practice.

**19th/20th**  
**In person - AVN office**  
**Roadmap Workshop: Value**

Understand the true meaning of Value and learn how to use the AVN Advisory tools, including PMI, to deliver greater value to your clients and earn higher fees.

**11th/12th**  
**In person - Leeds**  
**The AVN Masterclass**

Get inspired, get energised, and get moving. Over 2 full-on days of training you'll find out how to create your ideal practice...and choose your own part in it.

**3th 12:30 - 1:30**  
**Thursday webinar - online**  
**Accountants Helping Accountants**

Thomas Boyd of Funding Options looks at funding and finance for business - specific TBC.

**18th 12:30 - 1:30**  
**Tuesday training - online**  
**The E-Myth**

Why most small businesses don't work and what do about it. - applying the learning from Michael Gerber's timeless classic.

**20th 12:30 - 1:30**  
**Tuesday training - online**  
**Key KPIs for your business**

PGE Gordon Bell shows you how to use The Good The Bad and The Ugly report from BenchMark and the Fitness Monitoring Report from System Builder.

**22nd 12:30 - 1:30**  
**Thursday webinar - online**  
**Using Ukrainian bookkeepers in your firm**

Nick Hixson has developed a programme to find and train Ukrainian bookkeepers on cloud software - so you can help them and find great people for your firm.

**27th 12:30 - 1:30**  
**Tuesday training - online**  
**AVN Software Clinic**

Get answers to your questions on the AVN software so you can use it more effectively. Your opportunity to pick the brains of the AVN experts!

**Tuesday 18th**  
**Online event**  
**Roadmap Workshop: Clarity**

Practical workshop to improve your key numbers and help you complete the first AVN Roadmap. Time management, pricing, engaging your team and more.

**Wednesday 19th**  
**Online event**  
**Roadmap Workshop: Positioning**

Start your marketing plan today! How to make sure the world sees you in the way you want to be seen. Define your USP, your ideal client and how to attract them.

**20th 12:30 - 1:30**  
**Thursday webinar - online**  
**2022 AVN Awards**

You be the judge! Hear from the finalists in the 2022 AVN Awards and vote for the winner - a great opportunity to learn from the best.

**29th 12:30 - 1:30**  
**Thursday webinar - online**  
**Accountants Helping Accountants**

The webinar that's been called 'unmissable!' Key insights into the issues that matter to you and your clients. Specific topic TBC.

**25th 12:30 - 1:30**  
**Tuesday training - online**  
**AVN Software Clinic**

Get answers to your questions on the AVN software so you can use it more effectively. Your opportunity to pick the brains of the AVN experts!

**27th 12:30 - 1:30**  
**Thursday webinar - online**  
**Why you don't need to be a great sales person to sell**

It's not about selling - it's about problem solving. Elaine Atherton shows you how to see your services from your client's point of view.

### **How to book:**

For Roadmap Workshops book at <https://AVNRoadmap.eventbrite.co.uk> - For Masterclass book at <https://AVNMasterclass.eventbrite.co.uk>

Register for Tuesday training sessions on [Zoom](#) - For Thursday webinars, watch out for the joining link in your inbox on Thursday morning

# AVN TRAINING 2022

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## NOVEMBER

**1st 12:30 - 1:30**  
**Tuesday training - online**

### Your goals!

Time to review your 2022 goals and start thinking about your goals for 2023. What are your priorities and what do you want to achieve?

**1st/2nd**  
**Online event**

### The AVN Masterclass

Get inspired, get energised, and get moving. Over 2 full-on days of training you'll find out how to create your ideal practice...and choose your own part in it.

**3rd 12:30 - 1:30**  
**Thursday webinar - online**

### Accountants Helping Accountants

Neil Campbell of Risk Dashboard looks at managing risk for business owners - specific topic TBC.

## DECEMBER

**1st 12:30 - 1:30**  
**Thursday webinar - online**

### Accountants Helping Accountants

The webinar that's been called 'unmissable!' Key insights into the issues that matter to you. Specific topic TBC.

**6th 12:30 - 1:30**  
**Tuesday training - online**

### AVN Resources Training

A guide to more AVN tools and resources; what they are and how to get the most from them. Discover what you're missing! Topic TBC.

**Tuesday 4th 12:30 - 1:30**

**8th 12:30 - 1:30**  
**Thursday webinar - online**

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The webinar that's been called 'unmissable!' Key insights into the issues that matter to you. Specific topic TBC.

**8th 12:30 - 1:30**  
**Tuesday training - online**

### AVN Software Clinic

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**8th**  
**In person (AVN office) / livestream**

### Roadmap Workshop: Clarity

Practical workshop to improve your key numbers and help you complete the first AVN Roadmap. Time management, pricing, engaging your team and more.

**9th**  
**In person (AVN office) / livestream**

### Roadmap Workshop: Positioning

Start your marketing plan today! How to make sure the world sees you in the way you want to be seen. Define your USP, your ideal client and how to attract them.

**13th 12:30 - 1:30**  
**Tuesday training - online**

### AVN Virtual Xmas Party!

Get the mince pies in and take a proper lunch break! Join us for games, quizzes and some silly festive fun!

**13th/14th**  
**In person - AVN office**

### Roadmap Workshop: Automation

Scale up your practice through automation. How systems and technology create a solid infrastructure for progressing your practice.

**8th 12:30 - 1:30**  
**Thursday webinar - online**

### Accountants Helping Accountants

The webinar that's been called 'unmissable!' Key insights into the issues that matter to you. Specific topic TBC.

**10th 12:30 - 1:30**  
**Thursday webinar - online**

### Accountants Helping Accountants

The webinar that's been called 'unmissable!' Key insights into the issues that matter to you. Specific topic TBC.

**14th/15th**  
**In person - AVN office**

### Roadmap Workshop: Gearing

Build the capacity of your practice with a motivated, high performing team. Delegate with confidence so it doesn't rely on you to be there.

**15th 12:30 - 1:30**  
**Tuesday training - online**

### MTD - progress report

Practice Growth Expert Alan Woods shares the latest developments with MTD and looks at how they affect you and your clients.

**17th 12:30 - 1:30**  
**Thursday webinar - online**

### Accountants Helping Accountants

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**22nd 12:30 - 1:30**  
**Tuesday training - online**

### AVN Software Clinic

Get answers to your questions on the AVN software so you can use it more effectively. Your opportunity to pick the brains of the AVN experts!

**24th 12:30 - 1:30**  
**Thursday webinar - online**

### Accountants Helping Accountants

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