

Upgrade your **client relationship** from **Trusted** to **Essential Adviser!**

Bstar's **Essential Adviser Program** is a brilliant online advisory solution that empowers your practice to deliver structured and profitable sounding board services to existing and new clients.

The Program features end to end integration from the set-up and management of client meetings and reviews enabling you to offer professional advice and support to your clients on how to de-risk their business, improve profits, cash flow and ultimately grow the value of their business.

THE PROGRAM'S SPECIAL FEATURES INCLUDE:



Accountability

System generated goals, strategies and action plans reminders for you and your clients.



Predictive Analysis & Advice

Algorithms that pre-populate strategies and action plans based on your client's key concerns, weaknesses and threats.



Quantification of Value

Valuation benchmarks to identify areas for improvement and quantify the value generated from the implementation of your advisory services.



Staff Development & Engagement

Designed so staff can take the lead in the delivery of business advisory services which can result in improved staff engagement and retention rates, and create leverage in your practice.



Integration

Integrates with leading accounting software systems, profit, cash flow optimisation and benchmarking tools.



Insights

Features up-to-date insights you can share with your clients including 'real life' business improvement strategies, industry research and benchmarking information.



SME & Industry Specialisation

SME and industry specific versions have been created and the Program can be customised for a niche market opportunity for your practice.

GROW YOUR PRACTICE BY TRANSFORMING YOUR CLIENT RELATIONSHIPS

SME research confirms your clients need confidence and accountability to grow and improve their business. The Program secures your position as their **Essential Adviser**, protecting and strengthening relationships by becoming the focal point for all their current and future needs.

OPPORTUNITIES



New Revenue

Convert an existing accounting and tax client into an advisory client and generate sustainable and ongoing revenue streams with fees ranging from **\$350 to \$5,000/month**.



New Clients

Attract 'ideal' clients to your practice by promoting your sounding board services specialisation and the '2 adviser model' to targeted clients.

All content is branded with your practice logo and contact details and the modular design means you can select which elements you use. The Program provides a process to deliver time efficient advisory services via an easy to use and seamlessly integrated platform resulting in **high margin fee returns for your practice**.