

WEBINAR: Supporting client decision making

Clients regularly look to advisors for support in making important decisions about aspects of their business. Understanding the psychology of decision making can assist advisors to be a valuable support for client decision making.

This webinar will provide insight into the principles and processes used by experienced professionals to support client decision making.

The webinar will be facilitated by Hilary Beech and presented by Cam Nicholson and Dave Heinjus.

Hilary Beech is a senior consultant with Holmes Sackett. Hilary's time at Holmes Sackett is split between farm business consultancy, business skill development in farmer groups and industry projects and extension.

Cam Nicholson is Director of Nicon Rural Services. Cam has extensive consulting experience and expertise in understanding how producers make decisions. Using his knowledge about the key factors which influence decision making, he is committed to upskilling other advisors to support producers to make good decisions.

Dave Heinjus has 25 years experience in agribusiness management and agribusiness consulting. Dave is committed to ensuring his clients achieve their personal and corporate objectives. To do this he has skills in supporting them make the right decision at the right time.



'Supporting client decision making' webinar

Webinar hosted via Zoom – Now fully subscribed

Thursday 17 September **4 – 5 pm (AEST)**

The recording will be available on the Livestock Advisor Updates link on the MLA website after the event.

For more information, contact Jo Jones, Livestock Advisor Updates coordinator: livestockadvisorupdates@pinionadvisory.com

Visit the Livestock Advisor Updates webpage at www.mla.com.au/advisor-updates