



# The Transformative Advisor™ Webinar Series

## Session 4: Enhancing Performance: Transforming Clients through Strategic Advisory Work

During the fourth part of this four-part webinar series, Joe Woodard will provide a recap of Transformative Advisor work – including a drill down on Technology Advisory. Then, Joe will interview special guest Anthony Schaefer – career Technology Advisor and Virtual CIO for Immedion – about practical ways you can engage your clients on their technology strategy, systems and deployment.

During this session you will learn:

- What is Transformative Advisory?
- What is Technology Advisory?
- Practical Ways to Engage Clients on their Technology Needs: A Conversation with Anthony Schaefer Career Technology Advisor and Virtual CIO at Immedion
- Bonus: Extended, Optional Q&A segment from 2:00 to 2:30 PM Moderated by Patricia Hendrix – Woodard Institute.

<b>Program Level</b>	Basic	<b>Advance Preparation Needed</b>	None
<b>Prerequisites</b>	None	<b>Delivery Method</b>	Group-Internet Based
<b>Field of Study</b>	Business Management Services	<b>Recommended CPE Credit</b>	1 credit
<b>Cost</b>	Free	<b>Complaint Resolution</b>	<a href="mailto:ecolley@woodard.com">ecolley@woodard.com</a>

Note: This session is the perfect way to introduce yourself transformation work ahead of our tracks on this topic at Scaling New Heights 2019 in Salt Lake City UT ([www.ScalingNewHeights.com](http://www.ScalingNewHeights.com))