

4 May 2019  
EMEA Conference Mallorca, Spain



# Client Focused Collaboration

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# Client Focused Collaboration



“An interactive session on how to embrace the power of a successful growing IAPA International community for our members and our clients”

11.00 - 12.15

Our Path...



# Key Questions



- Do we as IAPA **members** maximize the benefits of being part of IAPA?
- Do we fully embrace and promote IAPA?
- Do our **clients** understand our membership of IAPA?

# IAPA Members...



What special skills, service lines, experience can you share with other members, so that all members can gain from you?

How can we share your special skills, service lines and experience with our members?

What can we improve in sharing best practice examples in terms of referrals, shared projects, business development, know-how transfer, etc. among members?

Would testimonials from members be helpful and inspire each other?



# IAPA Clients...



What do you think the added value of you being an IAPA member is for your client?

Do you think all your clients know and understand the value of you being an IAPA member?

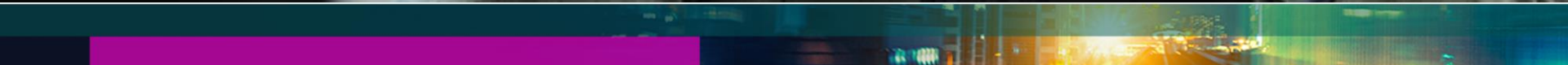
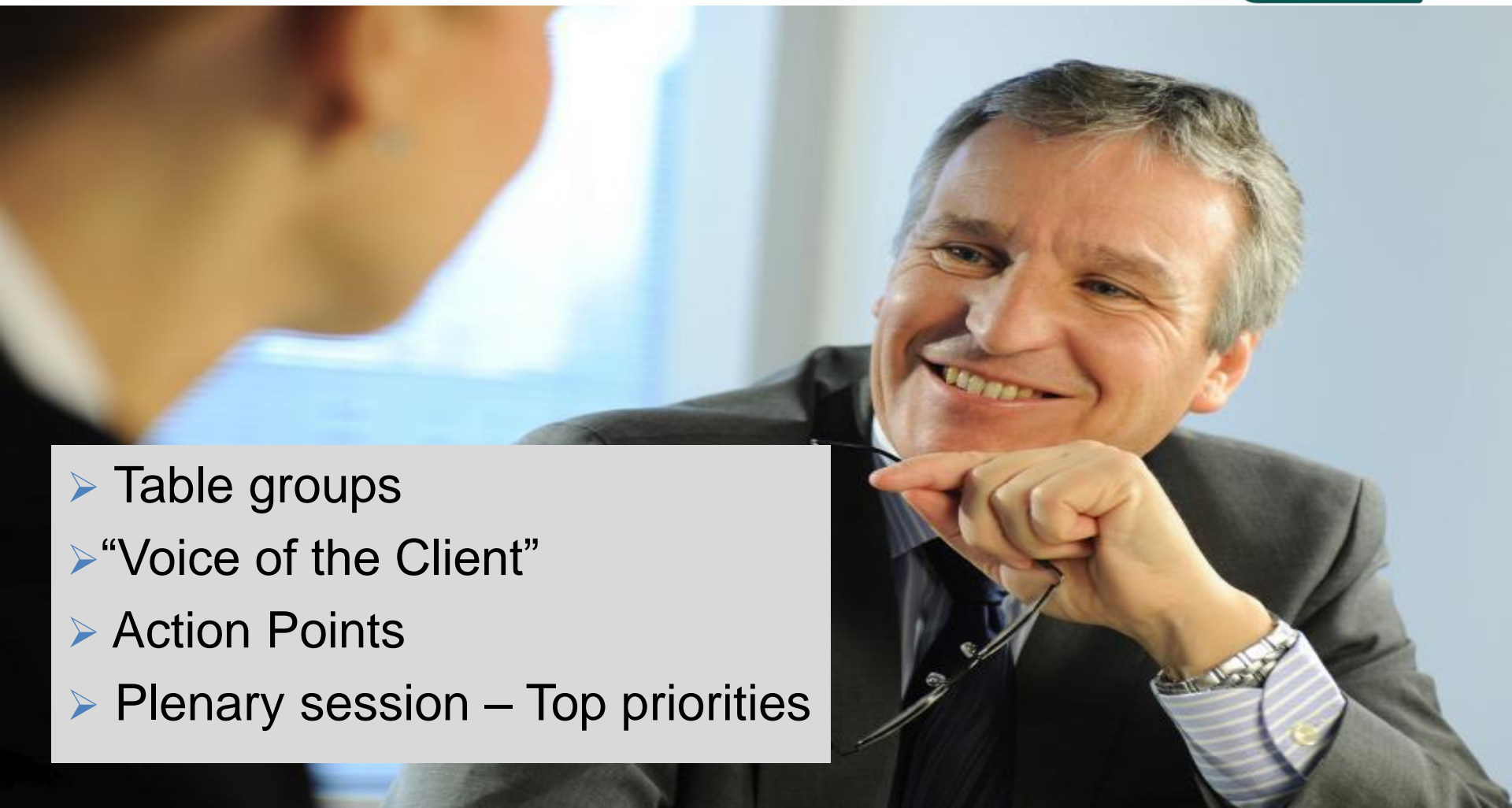
How can we improve your clients understanding of the benefits of you being an IAPA member?



# How?



- Table groups
- “Voice of the Client”
- Action Points
- Plenary session – Top priorities



A background image showing a dense arrangement of thick, braided ropes in various colors including green, red, yellow, blue, purple, and grey, all interwoven together.

# Client Focused COLLABORATION





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