

DUNCAN MACPHERSPON

Podium Productions by Pareto Systems



A focus on implementation

Duncan and the team at Pareto Systems present on a variety of topics. The presentations are not pep-talks or fireside chats; rather our speakers deliver productive, actionable strategies with a clear path for implementation.

Duncan's three most popular presentations:

Total Client Engagement (50 min to 3 hrs. presentation/workshop)

- Convert clients into referral generating advocates for consistent client acquisition
- Capture any and all money in motion as the client relationship evolves
- Deploy an impeccable client experience to competitor proof & counter loyalty fatigue

Forming a Legendary Team (50 min to 3 hrs. presentation/workshop)

- A turnkey process to establish fit and identify synergies
- Fast-track the deployment to reveal the multipliers
- Reframe existing client relationships to position the team's value

Advisor of the Future (50 min to 3 hrs. presentation/workshop)

- Professionalize and standardize your process
- Become the franchise ready advisor
- Master organic and scalable growth



Shifting from content to process, after each presentation, Pareto can provide a linked and sequential series of actionable webinars to translate these concepts into results.

Learn more about Podium Productions here:
<https://paretosystems.com/speaking.html>