

# Identifying & Leveraging Consultative Moments

*For Auditors, Managers & Every Employee*



**JOHN J. HALL**

Wednesday, August 21, 2024  
Summer Webinar Series

## Overview

TITLE	Identifying & Leveraging Consultative Moments <i>For Auditors, Managers &amp; Every Employee</i>
PRESENTER	John J. Hall, CPA
DATE AND TIME	Wednesday, August 21, 2024 11 AM ET (10 AM Central / 9 Mountain / 8 AM Pacific)
LOCATION	Zoom Webinar
CPE CREDITS	2 CPEs in Auditing
NO. IN SERIES	Summer Webinar Series Program 6 of 6

## Program Description

All auditors, compliance and fraud risk personal are consultants – whether they embrace it or not. The executives, managers, board members and other clients we serve are looking to us for expert advice and solutions. But especially for auditors, the challenge isn't whether we have ideas to share – but where the line is drawn about how far we should go. Balancing objectivity and independence with the desire to provide measurable value is always tricky.

In this program, we'll start by acknowledging the difference between consultative projects and consultative moments. We'll build on these daily moments as opportunities to deliver value, and provide suggestions covering how to help while protecting independence. We'll finish with an exploration of five example cases for you to brainstorm "What would you do next?".

## Learning Objectives

- Build a mindset of consultant-client service as the starting point of every audit and compliance project
- Establish a foundation that encourages those we serve to request our help
- Discover how to create measurable value through dozens of daily 'consultative moments' for auditing and accounting professionals
- Discover what to do and say (*and what to avoid!*) as you build a '60-60 improvement partnership' with executives, managers and their teams
- Recognize five common areas of push-back, and how to work past these normal human barriers to improvement
- Identify how to be recognized as the expert you are

## Who Should Attend

- Internal audit, government audit, and compliance professionals
- Consultants
- Certified Fraud Examiners, Certified Internal Auditors, Certified Public Accountants and Chartered Accountants
- Business executives, managers, and supervisors at all levels

## About Your Instructor

John J. Hall, CPA, has worked as an auditor, professional speaker, consultant, and author for over 45 years. He builds and delivers live and virtual keynote presentations, skills training seminars, webinars, and in-person conference presentations for auditors, including over 3,500 live presentations to date.

John is best known for bringing practical, proven, efficient solutions to real-world business challenges (including especially ethics and fraud risks!!!) faced by clients and program participants.

John is the founder and President of Hall Consulting, Inc. In addition to 30-plus years as a self-employed speaker, auditor and consultant, John has worked in senior leadership positions in large corporations and international public accounting and consulting firms. He's a member of the National Speakers Association, the American Institute of CPAs, and the Institute of Internal Auditors.

Meet John at [www.JohnHallSpeaker.com](http://www.JohnHallSpeaker.com)

Email John at [John@JohnHallSpeaker.com](mailto:John@JohnHallSpeaker.com)

For information on tailored in-house virtual or live in person presentations for your employees, clients or conferences, just call John at 312-560-9931 to kick around ideas.

[Register Here](#)

## Webinar Information

Our webinar programs qualify for CPE Credits (NASBA.org). See NASBA.org for program field of study definitions:

[View PDF](#)

**Delivery Method:** Group Internet-Based (On-Line Education Webinar)

**Prerequisites:** None

**Advance Preparation:** None

**Program Level:** Intermediate

The programs in this Summer 2024 Series are presented in a live on-line skills training webinar format (group internet-based delivery). We host our programs using the Zoom software platform.

Hall Consulting, Inc. is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE sponsors. Our National Registry of CPE Sponsors Number: 108226.

State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit.

Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website [www.learningmarket.org](http://www.learningmarket.org)

In accordance with the standards of the National Association of CPE Sponsors, Continuing Professional Education credits have been granted based on a 50-minute hour.

For details on our programs including our policies covering refunds, complaints, cancellations or pretty much anything else, please contact us at (312) 560-9931 or [John@JohnHallSpeaker.com](mailto:John@JohnHallSpeaker.com).



[Register Here](#)