

# 6

## REFERENCE MANUAL ▪ MOVING FORWARD

### SUMMARY:

In this final chapter, Moving Forward, you will learn how to bring the meeting to closure in a positive way. You will begin by asking the client to make certain commitments to you that will serve to establish a very healthy relationship dynamic. This will also deepen their buy-in and commitment to working with you. You will learn exactly how to present specific engagement details, such as the fee you will charge, how to approach dismissing your client's current accountant – if necessary, along with other potentially sensitive issues. We also provide an in-depth understanding of how to address client concerns, from both a philosophical and practical perspective.

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# What this Chapter Covers



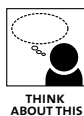
- Taking an assumptive position
- Obtaining client commitments
- Presenting engagement details
- Addressing client concerns
- Getting started in your new relationship

## Let It Be Easy

As you become more comfortable with the Solomon Method you will increasingly realize that the process itself does most of the work.

Those who have had the greatest success with this Method have told us that the **more they let go of any effort or struggle, the easier it gets.**

As we mentioned at the beginning of this program, this Method is as much about letting go as it is about learning some new skills. By making a decision to simply allow it to be easy by applying the process and seeing how it works, you'll experience this for yourself.



**The power of this approach is not based upon believing these words so much as it is about applying them and experiencing the truth of it for yourself.**



This Method is as much about letting go as it is about learning new skills.