



## SMP Capacity Building Training Webinar Series

Module 3 - Future of SMPs: Business Diversification Through Offering New Services

15.04.2021

14<sup>00</sup> - 15<sup>30</sup> CET



Paul  
Thompson



Anastasia  
Chalkidou



Aleksandra  
Zaronina-Kirillova

### Agenda

- 14<sup>00</sup> Opening Remarks – Sebastian Molineus, World Bank Regional Director South Caucasus
- 14<sup>10</sup> Practice Transformation – Paul Thompson
- 14<sup>20</sup> How to Diversify Your Practice – Aleksandra Zaronina & Anastasia Chalkidou
- 15<sup>10</sup> Questions and Answers
- 15<sup>25</sup> Closing Remarks

### Pre-Reading

- Practice Transformation Action Plan, IFAC
- Why SMPs must embrace the potential of digitalisation, ACCA
- How PAOs Can Help SMPs Transform their Businesses with Minimal Cost and Pain, IFAC
- Quick Guide to Digitalisation and Business Diversification for SMPs, ACCA
- SMP Pacesetters Embracing Technology (Article & Videos), ACCA
- Transition into Advisory Services - Leveraging Partnerships and Networks, IFAC
- How CPAs help clients reinvent struggling businesses during coronavirus pandemic, AICPA
- Challenges and Opportunities for Sole Practitioners and How PAOs Can Help, IFAC