

Business Advisee Guide

This is a guide for our first time (or “it’s been a while” 😊)
Advisees to make sure you feel prepared for your first session.

What do we expect from our Lisnic Experts?

Our Experts all believe in the same values and ASPIRE to deliver the very best for you. Here's what this means:

Authenticity earns trust

Delivering value is absolutely essential. Lisnic Experts form long term relationships by earning trust and respect.

Shut up & listen

It's great that you can explain cash flow, but is that what your Advisee asked?

Plan ahead

Lisnic Advisees are always respectful. Be early and do some prepping for your Advisee. Read over their request, remember their name and look at their experience.

Intellectual property

Nothing leaves Lisnic. By entering your session you agree that all information and material has been deemed private unless expressed by the disclosing party in writing.

Request feedback

We're always here to help, but the easiest way to ensure that you're delivering value is to ask. Be open to improving and always ask your Advisee for feedback at the end of a session.

Empathy is everything

Be a good human being and focus on how you can help your Advisee.

Okay, but what should I expect?

PRE-SESSION

You can expect your Expert to have:

- read your Expert request, know your name and reason for requesting the session
- agreed that all information and material has been deemed private unless expressed by the disclosing party in writing

DURING SESSION

You can expect your Expert will:

- Earn your trust and treat you with respect, this goes both ways!
- Actively listen and answer your questions, don't be afraid to clarify when you are unsure
- Show a genuine interest in what you intend to gain from the session and what goals you want to achieve down the track
- Ask for feedback

So, how can I achieve the most from my Expert?

- Brief your Expert with the ins and outs of your business or project so that they can offer advice that is most relevant and applicable to you.
- Be clear and frank when discussing what you intend to gain from your session.
- The view's not that great from the back seat! Really drive your agenda and take all of your Expert's suggestions on board. They can steer you in the right direction but your foot is on the accelerator.
- If you decide to take major action, brainstorm all the possible outcomes that may result from your decision with your Expert. It's hard to predict the future but you can be prepared!
- Regularly check your chat messages or let your Expert know when you are most likely to respond (e.g. after 5pm) and ask your Expert to do the same.

Levelling up takes time and effort on your behalf but finding the right Expert is a step (we would even say a leap) in the right direction!

Pre-session checklist

Feeling those pre-session nerves? Don't worry, we have you covered! Use the following checklist to ensure you are well-prepared for each and every session with your Expert:

- I know the name of my Expert
- I have read over my Expert's profile
- I have added the session to my calendar
- I am aware of the time zone difference (if any)
- I have sent my Expert what I intend to gain out of the session via the chat
- I have sent my Expert some specific questions that I would like answered in the session via the chat
- I have downloaded Lisnic's 'Effective Meeting Notes Template' to help categorise any notes I make during or post session

Something to consider...

Every Expert has a different approach to giving advice. You may not find every approach useful and that's okay!

After your first session it might be a good idea to determine if it was a one-off or a relationship that you would like to continue long-term. Don't forget about our first date guarantee!

Conversation starters

"I would like to learn/hear more about..."

In six/twelve months time I would like to be...

"I have been working on this business/project for months/years and my greatest success/challenge has been..."

Let me give you a brief overview of my business/career/project so far

Planning space / notes