

Thanks for joining me for our webinar on “Getting Your MSP Firing on All Cylinders”.

To view the recording of the session, visit [Webinar – 5 Simple Steps To Get Your MSP Business Firing On All Cylinders](#) and register to be sent a link.

Tip 1 - Track Your Time

- Article: [Professional Services Automation. Does my MSP need a PSA?](#)
- Article: [Why Your MSP Pricing Should Reflect Value, Not Time](#)
- Article: [I've bought Professional Services Automation software. What next?](#)
- Podcast: [How to Implement a PSA Tool in Your MSP](#)
- Book: [PSA profitability: The Ultimate guide to choosing, implementing and using a PSA tool for maximum profitability](#)
- Reference: [A list of Professional Service Automation tools for MSPs](#)

Tip 2 - Raise Your Prices

- Article: [Does your MSP keep losing business on price?](#)
- Article: [Stop Writing Sales Proposals!](#)
- Book: [Package, Price, Profit: The Essential Guide to Packaging and Pricing Your MSP Plans](#)
- Book: [B2B Street Fighting – Three Counter-Punches to “I Can Get The Same Thing Cheaper”](#)

Tip 3 - Document Your Client's Networks

- Article: [Why you need to document your MSP business NOW](#)
- Guide: [How to find a virtual assistant for your business](#)
- Guide: [How to grow your business with a virtual assistant](#)
- Article: [4 tips for creating a paperless office in your MSP business](#)
- Article: [3 Good Reasons to attend your local User Group Meeting](#)
- Article: [Why Your MSP should Build Strategic Alliances](#)
- Article: [How to Grow Your MSP Business Through Strategic Alliances](#)
- Article: [The Power of MSP Peer Groups](#)
- Article: [Why you should make time to attend MSP conferences](#)
- Guide: [How to structure your MSP alliances with other technology companies](#)
- Article: [Three Strategic Alliances your MSP should build NOW](#)
- Article: [Why do more IT outsourcers not outsource more?](#)
- Podcast: [Effective Outsourcing for MSP Growth](#)
- Podcast: [How To Outsource Your MSPs NOC, SOC and Helpdesk](#)
- Webinar: [A New Employee: What Is The Cost To Your MSP?](#)
- Podcast: [How to Grow an MSP With Partner to Partner Collaboration](#)

Tip 4 - Offering Dark Web Monitoring

- Article: [Cyber Security for Small Businesses](#)
- Podcast: [The Dark Web and Keeping MSP Clients Safe](#)
- Podcast: [How to build an effective MSP Toolkit](#)
- Webinar: [Selling MSP Services: Using Security as a Sales Tool](#)

Tip 5 - Backing Up Your Client's Data

- Article: [Why your MSP business should offer Offsite Data Backup to client's](#)
- Reference: [A list of Backup & Disaster Recovery \(BDR\) Tools for MSPs](#)
- Podcast: [How Cloud Backup Software Helps MSPs and Their Customers](#)
- Podcast: [Why MSPs Need To Offer Cloud-To-Cloud Backup](#)
- Podcast: [How Do Criminals Think? CyberSecurity for MSPs](#)

Other Tools

- [MyDocSafe – Secure Onboarding for your Clients and Employees](#)
- [Manifest.ly – A Checklist App for Teams](#)
- [A list of resources I recommend](#)

Books

- [The IT Business Owner's Survival Guide: How to save time, avoid stress and build a successful IT business](#) by Richard Tubb
- [The E-Myth Revisited: Why Most Small Businesses Don't Work and What to Do About It](#) by Michael Gerber
- [The Go-Giver: A Little Story About a Powerful Business Idea](#) by Bob Burg and John David-Mann
- [Package, Price, Profit: The Essential Guide to Packaging and Pricing Your MSP Plans](#) by Nigel Moore
- [The Checklist Manifesto: How to Get Things Right](#) by Atul Gawande

Communities

- [A List of User Groups for UK Managed Service Providers](#)
- [CompTIA Communities and Councils](#)
- [The Tech Tribe – An Awesome Community for MSPs](#)

Action Points!

- Subscribe to [TubbTalk - The Podcast for IT Consultants](#)
- Every week, I send out a short email to thousands of IT business owners, Managed Service Providers (MSPs) and IT professionals. [Sign up here!](#)