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Driving Change with The Bee's Academy Yellow Belt

A growing accountancy firm turned to Yellow Belt training to help their team influence clients, overcome resistance to change and showcase the value of new ways of working. In just two days, the team left with sharper problem-solving skills, practical tools and the confidence to lead smarter, more efficient practices.

The Challenge They Faced

The firm wanted clients to adopt new tech to speed up accounts and reduce paperwork, but faced pushback:

- "We've always done it this way" resistance from clients
- Struggles to demonstrate the cost-saving benefits of change
- Frustrations within the team about inefficient ways of working
- Concerns about the time investment needed to take the whole team out for training

Our Solution

The Bee's Academy Yellow Belt training blended problem-solving tools with people-focused change skills:

- Dialed up change management content to build influencing skills
- Process mapping and root cause analysis to highlight inefficiencies
- Practical, tailored examples drawn directly from accountancy workflows
- Hands-on activities to get the team spotting opportunities and designing fixes

Hurdles We Worked Through

- Initial concerns about time away from client work
- Team frustrations surfacing during activities
- Nervousness about tackling client objections

By tailoring content, using their real-world challenges and equipping them with simple, persuasive tools, the team left feeling confident and motivated to act.

The Difference It Made

- New client communication approaches adopted within weeks
- Early process tweaks already reducing wasted time and effort
- Stronger team confidence in influencing clients to adopt smarter practices
- Feedback praised the training as "packed with practical tools we can use straight away."

Keeping the Momentum

The Bee's Academy Yellow Belt gave the firm more than just tools – it gave them the confidence to influence change with their clients and improve their own ways of working. By embedding new practices and communication techniques, they're freeing up time, adding value and setting the foundations for smarter growth.

Client Details

Mid-sized accountancy firm, UK. Full-team Yellow Belt training tailored to industry challenges.