



Seminars

Business Financial Intelligence

Seminar Length: 4 hours*

Participant Numbers: 10 min, 25 max*

Participants: tailored to any level within the organization
* recommended

Our seminars are all *modular* by design – meaning that they are highly customizable to suit your exact needs. We partner closely with you to ensure we completely understand your desired outcomes. We invest the time to ensure we understand your organization and tailor the pre work, seminar and post work to get you the results you want.

Seminar Title: Business Financial Intelligence

Imagine an organization where everyone understands how their daily activities contribute to the money making model (or revenue generating model) of the organization? Imagine an organization where everyone behaves as if they own the business. Imagine what that would do to revenue, expenses and net income.

Investing in the business financial intelligence of your employees will help significantly and sustainably achieve these kinds of results. Very few people understand the language of business or how to read the basic financial statements of their employer let alone their competitors or clients.

Sales teams have been able to land better and bigger deals as a result of this seminar. By being able to understand the prospects money making model, sales people have been able to better position their product or service in terms that help the prospect clearly see the financial benefits in their own business language.

Capital investment decisions are often made within businesses where less than 1% of the authorizing signatories truly understand the metrics of the investment such as Return on Invested Capital, Weighted Average Cost of Capital or Internal Rate of Return. You can change this in your workplace through this seminar.

The vast majority of employees want to make their best contribution in the workplace. They want to understand the money making model (or revenue generation model). They want to understand how they can help improve the financial performance for their own job security as well as the organizational prosperity.

Leading organizations know that business financial intelligence helps achieve this. It's here that future leaders are nurtured – accountants have generally not done a good job in explaining these pretty simple concepts in terms that employees understand. Once people understand and care, there's no stopping them.

Fees

Facilitation Fees	Participant Guides	Travel Expenses
\$3,000 per Half Day [†]	\$25 per person (or we can send you the electronic file to print)	Agreed in advance and charged additionally

[†]Discounts available for Educational and Non/Not for Profit Organizations
Add another seminar to make a Full Day and benefit from a 30% discount

Marketing

We are available to partner with you to create electronic materials (at no cost) to help you communicate and market this seminar inside your organization.

Our Promise **#1 Best Content** - We commit to always providing you access to the **BEST CONTENT** available.
#2 Best Person - We promise you the **BEST PERSON** from our team to meet your exact needs and serve your organizational culture.
#3 Best Results - We promise you **BEST RESULTS** within your organization as an end product of our training & development work with you.

Other Seminars available

Customer Centered Service • Personal and Interpersonal Effectiveness • Team Excellence • Work/Life Balance and Goal Setting
Positively Reducing Conflict • Bridging the Generation Gap • Workplace Diversity – Valuing Differences • Time Management • Leading Others

We also offer

Keynotes Coaching