

# Manage Money, Make Money - Financial Management for Small Business Owners.



## SUITABLE FOR

This workshop is suitable for the owner/managers of small businesses wishing to develop their abilities in financial forecasting, control, and understanding their accounts.

## DURATION

1 day (09.30 – 16.30)  
with two 15-minute breaks  
and 45 minutes for lunch.

## STYLE

Workshop based, participative

## OBJECTIVE(S) OF THE WORKSHOP

This workshop is designed to help owner/managers of small businesses to gain a greater understanding of the financial information needed as a basis for current and future planning, and decision making.

## AIMS OF THE WORKSHOP

- To understand management accounts, what do they tell us about our business and how they can be used as a basis for planning and future decision making.
- To create budgets and forecasts. Variance analysis of actual results to forecasts.
- Develop and improve credit control systems. Use of factoring, invoice discounting, and how to calculate debtor days.
- Finance – banks and the alternatives, and how to evaluate them.
- How to spot financial warning signs – and what to do about them.
- Learn skills and tricks to improve profitability – in all areas.
- Business protection – key man, exit strategies and succession planning

Engage with Business, in association with

