

Building Better Business Minds

Finance for Owners and business environment, speaking to bankers, accountants and customers in their own languages provides a major competitive advantage.

This program is being run in Auckland on:

Thursday/Friday 1st & 2nd
November 2018.
8.30am start.

Location:

Logan Campbell Room,
Northern Club, 19 Princes St,
Auckland, 1010.

The cost of the program is:

\$2,125 per person including
GST but is eligible for NZTE
Capability Vouchers of up to
50% for qualifying businesses.

To enquire about vouchers,
see the link below;

<https://www.regionalbusinesspartners.co.nz/>

Bookings:

Leon: 021 656 707
leon@armillary.co.nz

Josh: 027 396 4130
jschreiber@armillary.co.nz

Website:

www.armillary.co.nz
www.income-outcome.com
[Introductory Video](#)

Andromeda Training, Inc. & Armillary Private Capital, present;

Practical Finance for Owners & Managers

Making Better Business Decisions



Target Audience

Practical Finance for Owners & Managers is a two-day classroom simulation for anyone looking to improve their financial literacy and business acumen. It is very similar to slightly longer programmes used in two New Zealand Universities, a national law practice, a Government department, a major Insurance Group, two banks and NZ's largest finance company. The aim of the program is to teach the language of finance to sales people, supervisors, managers, executives, and business owners.

Better Business Minds

Practical Finance for Owners & Managers builds better business minds by providing learners with the experience of running their own business; they set prices in a competitive market, produce their own financial statements, create budgets, manage cash flow, and plan for growth and profit. The program includes extensive exercises in analysing the business, forecasting the future and improving the company's results.



Better Business Decisions

Practical Finance for Owners and Managers provides learners a "matrix" for making business decisions and for understanding the impact of those decisions: reducing working capital, setting higher prices, establishing better terms, and negotiating with customers for higher more and profitable sales.

Better Bottom Line Results

- Talk business like a professional
- Feel confident interpreting operating and financial reports
- Increase internal communication with sales and management teams
- Increase sales through better understanding of customers and their drivers
- Reduce expenses through better understanding of suppliers and their drivers
- Prepare Financial Statements
- Prepare Budgets & Cash Flows
- Understand Financial Ratios





Leon



Geoff

Andromeda Training, Inc. & Armillary Private Capital, present;

Practical Finance for Owners & Managers

Making Better Business Decisions

Your Instructors

Leon Grandy – Joint Managing Director, Armillary Private Capital

Geoff Davis – Executive Director, Armillary Private Capital

Professional Experience

Leon has over 20 years' experience in corporate banking, structured and trade finance, financial training and executive management. Leon joined Armillary's predecessor in July 2002. He has a background in strategic planning and general management, coupled with over 15 years' experience in the banking sector, working with Westpac, HSBC, AXA and ABN AMRO Bank.

Geoff has over 20 years' experience in finance and investment markets with a particular emphasis on corporate finance, equity capital markets and all aspects of M&A. Geoff has also gained practical corporate governance experience having served as a director on a number of listed and non-listed company boards, including 15 years as a director of NZX listed telco TeamTalk limited.

Testimonials

"I really enjoyed the seminar and have already found applications for the knowledge acquired. It was the best finance course I have ever done." CEO of large Equipment Hire Co.

"The course you presented was certainly a winner with all the participants I have talked to. I can honestly say that even as a so-called financial professional it was a very worthwhile experience, apart from the fact that you damaged my team with our market takeover strategy!!!" CFO Export Manufacturer

"The hands-on, interactive aspect of the course was a key benefit for me as I believe that it was as close to a real-life scenario as you can create in a classroom environment. I think that this was crucial in me grasping and maintaining much of the course content... I would recommend this course to a wide range of banking personnel in lending and Working Capital and would be keen to take part in any next stages." Corporate Banking Manager

"Thanks again for providing a very different learning experience. I definitely picked up a lot more through the hands-on approach. I've come away from the simulation with much more empathy towards business owners and decision makers. It's not easy to make a strategic decision! More importantly, I've learnt that the CFO doesn't need me talking about ratios - I need to talk about bottom line profit and cash flow." ANZ Cash Manager