

RESILIENCE SERIES: Essential Financial Strategies in an Economic Downturn

Making your business financially resilient in challenging circumstances

Companies need to build long-term resiliency into their business in order to weather and even thrive during times of economic crisis. Equipping yourself with the necessary skills will help you develop a plan to minimize any negative impact and more importantly, help you stay financially viable.

Training Objective

This workshop will equip the participant with the ability to

- analyze and understand the general economic and corporate cash situation
- to understand why cash matters most
- to understand the difference between cost and cash
- identify cash-out and cash-in drivers
- execute tactics to implement cash saving measures and how to control them

Who Would Benefit

This workshop is designed for mid-career to senior professionals, business owners and entrepreneurs.

Typically personnel include: Chief Executive Officers, General Managers, Chief Financial Officers, Financial Controllers, Senior Finance Managers and Finance Managers. Business owners will also benefit from this workshop.



Niels Strohkirch is a seasoned C-level professional with over 20 years of international experience across both blue chip institutions and entrepreneurial organizations. As Metamorphic Training's Managerial Finance expert, Niels draws his experience from his time as CFO at Mercedes Malaysia and more recently as Group CFO of the Valiram Group from 2008 to 2013, Kuala Lumpur, the largest independent luxury retailer in South East Asia. He is currently the Co-Founder of Kinslager, a German-Malaysian bespoke tailoring specialist.

Niels holds a Masters Degree in Business Administration from the University of Cologne, Germany and additionally completed the Entrepreneurship Development Program from the Sloan School of Management, MIT, USA.

Course Date: 26th July 2016

Early Bird Registration Date: 14th July 2016

Registration closing Date: 21st July 2016

RM1800 per day per participant

Early Bird Incentive: RM1600 (Prices excluding GST)

Please contact us directly for group registrations of 3 or more

HRDF SBL CLAIMABLE

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COURSE OUTLINE

INTRODUCTION

Cash is king – what does that mean exactly?

- Economic downturn and the effect it has on business
- The necessary/minimum cash holdings
- States in which a company could be in:
 - o Ready with a war chest for bargains & acquisitions or
 - o Potentially flat-footed and need to aggressively manage cash
- Prioritization methods in each of the 2 states
- Prudent cash management tactics

Managing Cash-outs

- CAPEX decisions based on ROI forecast is key
- Must pay: Taxes, Payroll, Utilities, Banks, Rent, Key Suppliers
- “Nice to have” projects: marketing, training etc
- Eliminate “discretionary” expenses
- Stocks
- Borrowings
- When closing of business activities is an alternative

Manage Cash-ins

- Sales/Stock Management
- Outstanding payments
- Corporate Finance activities

Execution and Controlling of Cash-flow measures

- Attitude and buy-in of Senior Management
- Communication
- Controlling
- Rewards and Penalties

Recap, reflection and action plan

Registration Form for Participants

Name : _____

Company : _____

Role in Company : _____

Years of Work Experience : _____

Email : _____

Phone : _____

Course Details

Course Title:

Date :

Time :

Venue :

Fax completed form to +6082 480096 or email register16@metatrainings.com

Booking terms and conditions

The course fee is RM1800 per participant per day inclusive of 2 coffee breaks and lunch.

Registration and Confirmation Policy

50% of the course fee as deposit is payable upon registration. We will then email you with the confirmation of availability. Should there be insufficient space, we will refund you the deposit paid.

The balance of 50% is payable no later than 1 week before the course date. In the absence of payment, it is deemed that you are no longer interested in attending the course, and you agree that MMT shall be entitled to forfeit the deposit paid as agreed liquidated damages.

Early Bird and Group Rates

Early Bird registration incentive course fees is paid in full by the date stipulated on the cover.

For group registration of 3 or more, please contact us directly at register16@metatrainings.com for group rates.

Substitution and Cancellation Policy

The Substitution and Cancellation Policy for this course reflects the nature of the course as well as the class size.

Provided the sum is paid in full, a company is entitled to substitute the participant with a participant of equivalent work experience and standing with no additional costs.

Cancellation made less than the 2 weeks before of the course date will be subjected to a forfeiture of the deposit.

Cancellations made less than 1 week prior the course date will not be eligible to any cash refund, and the course fee paid is agreed to be forfeited as agreed liquidated damages to MMT.

Payment

Please make cheques payable to Metamorphic Training Sdn Bhd or bank in to CIMB Bank Account Number 8602200470 with a copy bank in slip to finance@metatrainings.com