

## Business EDGE for grazing businesses



Business EDGE is a comprehensive two-day workshop for owners and managers of grazing enterprises. It's specifically designed to improve financial literacy and business skills.

**WHEN:**  
29-30 May 2018

**WHERE:**  
The Church & Hall,  
55 High Street,  
CAMPBELL TOWN,  
TAS.

**Business EDGE** will be delivered by  
**Adrian Kennelly**,  
VIC-based farm business specialist  
**Dr Phil Holmes**,  
NSW-based livestock specialist

### What you will learn

- Why your income tax return is of limited value in business decision making
- How to set up and use management accounts
- How to interpret financial statements and understand what they are saying to you
- Understanding the key profit drivers for the whole business, the herd and the flock
- How to manage financial risk
- How to allocate capital in a rational manner for a better return on the investment
- ...and much more

Business EDGE workshops have been run across northern Australia since 2010 with almost 500 participants completing the course so far. This course follows from that experience and has been modified to have specific relevance to southern Australia, while still retaining all the key financial and business principles.

Each participant will receive a full set of background and course notes, a hardcopy of the PowerPoint presentation used for teaching, and a USB drive with a suite of spreadsheet based decision support tools used in the course.

The course is taught on a case study basis to bring more meaning to the underlying principles and with all the concepts taught and discussed well-grounded in a practical example from the case study.



#### Prices (excl of GST)

1 person = \$1,500  
2 or more people from  
the same business  
= \$1,250 per person



#### Early Bird Discount

\$250 per person  
if registered 4 weeks  
prior to workshop  
(by 1 May 2018)



#### To register now

Places are limited  
<https://www.surveymonkey.com/r/BusinessEDGEVicTas>

## What do other producers think of Business Edge?

### General feedback

“We have been looking at our business through a dirty windscreen for a long time, you guys in two days have cleaned that windscreen for us.”

“Course was exceptional, given me the tools to continue to learn and develop better business skills and improve financial analysis and ultimately profitability.”

“Is a bit above where I was thinking – realised this is where I should be thinking.”

“This course provided excellent tools for learning about my own business.”

“Most relevant workshop I’ve ever been to.”

“I came in with a below basic knowledge of business and am leaving with the confidence to really analyse our business.”

### The presenters

“Very knowledgeable but able to break it down so it was easy to understand.”

“Practical and easy to relate to.”

“Very good knowledge and delivery. Plenty of time made to detour and answer questions.”

“Presenters know the content extremely well and deliver well.”

“Excellent delivery with the ability to engage and hold participants’ attention.”

### Value for time & money

“Good, relatively small investment considering the benefits that could be achieved.”

“Definitely value for money going forward with our business plans.”

“Well and truly worth the investment of time and money.”



**Register now for Business EDGE**

Places are limited. Register via

<https://www.surveymonkey.com/r/BusinessEDGEVicTas>



Adrian Kennelly // M:0427 679 041 // E: [adriank@rmcg.com.au](mailto:adriank@rmcg.com.au)

Or Phil Holmes // M: 0427 100 649 // E: [prholmes@bigpond.net.au](mailto:prholmes@bigpond.net.au)