

# Business EDGE Workshop



**Broken Hill, NSW: 8 - 9 February 2022**

**VENUE** Broken Hill, NSW (run in accordance with State & Federal COVID-19 restrictions)

**TIME** Day 1: 8:30am - 5:30pm Day 2: 7:30am to 4:00pm

**Business EDGE is a two-day workshop designed to enhance producer knowledge and skills in basic financial and business management to improve business efficiency and profitability**

**Attending this workshop will help you to:**

- Develop your financial knowledge and business understanding
- Understand where your business is performing well and where it can be improved
- Better understand how your decisions impact the bottom line of your business
- Determine if your business can fund future growth, debt reduction, retirement and succession
- Ensure everyone in your business is on the same page
- Join a group of like-minded producers and equip yourself to improve your business skills.

**During the two days of Business EDGE you will acquire the knowledge and skills to...**

- Determine if all the family needs and aspirations can be funded by the business
- Prepare and understand key financial information on your business
- Assess and manage agricultural business risk
- Understand and manage enterprise performance, including understanding what the key profit drivers are, how to influence them and what effect they have on overall business performance.
- And much more ...

## 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."

"We are now able to review our business and make valuable changes that will save us money and make our enterprise more profitable."

"This course has been invaluable to me. It has given me the confidence and tools to take a greater role in the business management of our properties and beef business. It has given me knowledge to make decisions based upon the performance of our business and enterprises".

### The presenter John Francis

"John has excellent knowledge, experience and presentation skills."

"Excellent, able to draw on benchmarking data and has a broad range of experience - good communicator."

"Absolutely fantastic in all aspects."

"Presenter had a great depth of knowledge and was able to give lots of examples of the theory in practice."

### Value for time & money

"Very little time spent for large gain in knowledge, skill and confidence, with potential to make very large gains in our business if knowledge and skills gained are implemented."

"Great investment - incredibly knowledgeable and relevant to industry. Appreciate the investment to improve our profit and fine tuning of business."

"Every session had aspects, or the whole content, that we can implement in our business to make improvements. Highly valued in terms of my investment in time and money."

### Price

\$1,500 + GST / One person from a business  
\$1,250 + GST / Two + people from the same business

*Cost includes comprehensive set of Workshop Notes, Workbook, decision support spreadsheet tools and all catering.*

### Presenter

John Francis  
Director and consultant at Agrista, an agricultural consultancy focused on improving farm business performance

## Register now for Business EDGE

Registrations close 1<sup>st</sup> February 2022. Places are limited. Register online [HERE](#)  
or contact **Prue Francis** - M: 0435 052 255, E: [prue@Agrista.com.au](mailto:prue@Agrista.com.au)

The event will run in accordance with State and Federal Government restrictions and advice. Participants will be required to provide phone contact details to MLA for contact tracing purposes if required. If you, or anyone you know, have been in contact with someone who has been asked to self-isolate or if you are feeling flu-like symptoms, please do not attend the forum.