



# Worlds best practice management training comes to the Wide Bay

**DON'T MISS OUT, 2 LOCATIONS ONLY**

*You will learn about -*

- **Becoming your own business coach**
- **Management tools**
- **Building a better business**
- **Teamwork and K.P.I.'s**
- **Understanding the business of business**

INCOME/OUTCOME is a family of financial business simulations that models the *real world* business drivers. This program is delivered to many of the FORTUNE 500 companies from around the world including – Microsoft, Motorola, Nokia and DuPont. These learning programs develop - business acumen, leadership and accountability. They will demonstrate to everyone in your organization how their decision-making affects the bottom line.

### Understanding

An experimental overview of how a business runs. Includes investment, cash flow, and planning for profit. Demonstrates the relationship between price, volume, costs and profit.

### Initiative

Provides experience in running a business in a competitive environment. Includes setting prices, producing financial statements, monitoring cash flow, and planning for growth and profit.

### Planning & Analysis

Focuses on skill-building exercises in planning and analysis. Includes: extensive market planning, cash flow forecasts, budgets and variance, and break-even analysis. Creates the appropriate mindset for planning and understanding customers.

### Murray Harney



Murray has worked within the commercial sector for 25 years in the accounting and financial professions as a management accountant, business analyst and financial systems and business process consultant. Murray currently operates a financial planning and business management company (JHL Financial Management) and is a director and board member for "Bo Jin" which is a financial planning and business management company based in Beijing, China. Murray also works with the "Income Outcome" business programs.

### Barry Johnson



Barry provides a vast range of skills having worked within the commercial sector for over 35 years. As a partner with accounting firm Johnson Ranson and Lutje on the Sunshine Coast, Barry practices as a CPA. In addition Barry is a partner in "Income Outcome", which provides management and business training within Australia and to companies Nokia, GE, Motorola, Ebay within China and Korea. Barry is also a director and board member for "Bo Jin" which is a financial planning and business management company based in Beijing, China. He is also a director of a research and development manufacturing company with global markets.

If you are a business owner, manager or home based business professional you cannot afford to miss these 2 day worlds best practice management workshops proudly presented by:



An Australian Government Initiative  
**AusIndustry**  
Small Business Field Officers

**See over for further details and registration form.  
Bookings limited**

# Book now for these 2 day workshops

(as seating is limited to 36 people at each location, allocation can only be on a first come, first served basis)

## BUNDABERG

DATES: Wed 15<sup>TH</sup> and Thu 16<sup>TH</sup> November

LOCATION:

Spinnaker Restaurant, Quay Street

TIME: 8.30am for 8.45am start

## HERVEY BAY

DATES: Tue 21<sup>ST</sup> and Wed 22<sup>ND</sup> November

LOCATION:

Kondari Resort, Elizabeth Street, Urangan

TIME: 8.30am for 8.45am start

## REGISTRATION FORM

Name(s): .....

Company: .....

Address:.....

..... Post Code .....

Phone:..... Fax: .....

Email (please print): .....

*Please make cheques payable to:* WIDE BAY BURNETT ACC

*If paying by credit card –*

CARD TYPE  VISA  MASTERCARD  AMEX  DINNERS

CREDIT CARD NUMBER :

NAME ON CREDIT CARD .....

AMOUNT (\$100 per person).....

EXPIRY DATE (m) ...../(y) .....

SIGNATURE .....

### *Payment*

\$100 per person.

Includes morning/  
afternoon teas, lunches  
and workshop notes.

**PLEASE FAX OR POST BACK  
THIS REGISTRATION FORM TO**

Peter Gregory or Roberta Roma,  
Wide Bay Burnett ACC,  
“the Globe”, 190 Cheapside Street,  
Maryborough. Qld 4650.  
or Fax: **4121 7095**

For further details contact Peter Gregory,  
Small Business Field Officer, Wide Bay Burnett ACC,  
phone 4121 2300, mobile 0409612 212  
or email peter@wbbacc.com.au



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