



Effective Business Plans

Prices from £85 plus VAT



£85 plus VAT per place

25% Discount for Local Members • Free for National Members

Effective Business Plans

Speaker: Christina Campbell, Mercia Group Ltd

In the current economic climate many business plans are being challenged by banks and other providers of finance, to a greater degree than ever before. It is very important therefore that where you are asked to provide assurance services or to assist a client with the preparation of a business plan you not only understand what should be included in a robust plan, but that you also appreciate the review procedures carried out by the finance company. For anyone not familiar with this procedure this course will give you the confidence to prepare a business plan that will stand up to a detailed review.

OBJECTIVES

The course aims to review the issues which should be considered in the planning process, together with the contents required in a business plan. The course will also consider relevant review procedures either for self review or an assurance engagement.

CONTENT

- Gathering information and interviewing the client
- Preparing the forecast
- Use of analysis tools
- Preparing the business plan
- Reviewing the forecast and performing sensitivity analysis
- Reviewing the business plan
- The reasons for commercial success and failure

WHO SHOULD ATTEND

The course is intended for staff who are involved in or about to become involved in writing business plans in the current economic climate. The relevance of the course will depend upon participants level of responsibility and practical experience. It is likely to be relevant to staff with at least three years experience in the profession, who have had limited exposure in either preparing or reviewing business plans. Staff who have regularly been involved in preparing business plans are unlikely to derive significant benefit from the course.

CPD HOURS: 3

ICO, London	
26 March 2010	9.30am to 12.30pm
Oak Tree Conference Centre, Coventry	
29 March 2010	2.00pm to 5.00pm
Best Western Milford Lodge, Leeds	
15 April 2010	2.00pm to 5.00pm

Mercia reserves the right to vary the published programme

Please return to:

Mercia Group Ltd, Best House,
Grange Business Park, Enderby Road,
Whetstone, Leicester, LE8 6EP
t 0116 258 1200 f 0116 258 1250
enrolments@mercias-group.co.uk
www.mercias-group.co.uk



Booking Form

Complete the form below and return by fax,
post or email

	DATE	NO. OF PLACES
Effective Business Plans @ £85 per person	<input type="text"/>	<input type="text"/>

We are a national member firm - this form is to reserve our places on the courses as indicated. We understand we will not be invoiced for these places.

A total of <input type="text"/> places @ £85	£	<input type="text"/>
Less 25% discount for local members	£	<input type="text"/>
Sub total	£	<input type="text"/>
VAT @ 17.5%	£	<input type="text"/>
TOTAL	£	<input type="text"/>

Contact name

Name of firm

Address

Postcode

Telephone

Email

Please invoice my firm. I understand the usual 28 days credit terms apply

I/We enclose a cheque for £ made payable to Mercia Group Limited

I would like to receive more information about national/local membership

Confirmation: An invoice will be sent as confirmation of your booking (if appropriate).
Cancellations: No refund will be made where cancellation is received less than 14 days before the date of the course. All other cancellations will be subject to a £25 administration charge. All cancellations must be in writing.

Registered Office: 19 - 21 Christopher Street, London EC2A 2BS