

# Business EDGE Workshop



**Perth, WA: 13 - 14 September 2022**

**VENUE** Perth, WA (run in accordance with State & Federal COVID-19 restrictions)

**TIME** 8:30am - 5:00pm both days

**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 Ian McLean

“Excellent, spoke in everyone's terms, good pace, patient, happy to go over a topic when it was not understood.”

“Ian engages and explains wonderfully, I asked many questions and was never made to feel incompetent. Excellent.”

“Very knowledgeable, very good at answering our questions. No question was too silly.”

“Very good. Ian demonstrated thorough knowledge of the subject matter.”

### 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

Early Bird Discount \$250 less per person if registered 4 weeks prior to workshop.

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

### Presenter

Ian McLean, Managing Director of Bush AgriBusiness:  
Supporting pastoral businesses to grow thriving intellectual, environmental & financial capital.

## Register now for Business EDGE

Places are limited. Register online [HERE](#) or call Joanne Herley on 0427 118 699

For further details about the workshop contact deliverer Ian McLean on M: 0401 118 191

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.