

Financial Boot Camp: Interpret, Navigate and Analyze!

Interpreting Financial Statements, Navigating KPI's and Analyzing Financial Strategies

Understanding the complexities of your firm's financial statements is crucial to your firm's success. When you "enlist" in this Boot Camp, you will march through the paces and engage in practical drills and exercises based on real-life scenarios. Participants will learn how to use their financial statements as a valuable tool to gain insights into their company's financial health, enabling them to make informed decisions and navigate the complexities of financial management with confidence. This immersive experience will enhance your financial expertise with hands-on activities that mirror the challenges faced in today's business landscape.

The financial boot camp provides participants with a holistic understanding of financial analysis, enabling them to make informed decisions, develop effective financial strategies, and navigate real-world business challenges. Through a combination of theoretical learning, hands-on simulations, and practical applications, participants gain the skills necessary to excel in financial management and contribute to the success of their organizations.

Day 1 – Monday, May 19

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| 7:30 a.m. | Breakfast & Registration |
| 8:00 a.m. | Welcome & Introductions |
| 9:00 a.m. | Concepts of Accounting <ul style="list-style-type: none">• Revenue (Get the work), Gross Profit % (do the work), Overhead (manage the business) |
| 12:00 p.m. | Lunch |
| 1:00 p.m. | Income Statement – Revenue, Gross Profit, Operating Expenses, Net Income |
| 2:00 p.m. | Work in Process (WIP) Accounting <ul style="list-style-type: none">• Calculating and analyzing work in progress• Assessing the value of work in progress• Strategies for optimizing work in progress |
| 3:00 p.m. | Working Capital Effects <ul style="list-style-type: none">• Learn how to calculate this key indicator• Understand how working capital affects volume and job size• Make more informed decisions about your working capital |
| 4:00 p.m. | Balance Sheet Transactions <ul style="list-style-type: none">• Understanding assets, liabilities, and equity• Strategies for effective balance sheet management |
| 5:00 p.m. | Adjourn |

DAY 2 – Tuesday, May 20

- 7:30 a.m. Breakfast & Registration
- 8:00 a.m. Internal Accounting Process
- 10:45 a.m. Banking and Bonding
- 12:00 p.m. Lunch
- 1:00 p.m. Financial Analysis, Breakeven Point and Profit Planning
- Identifying trends, anomalies, and key performance indicators
- 2:00 p.m. Financial Ratios for Decision-Making
- Introduction to key financial ratios: liquidity, profitability, efficiency, and solvency ratios
 - Using ratios to assess financial health and make informed decisions
- 3:00 p.m. Case studies
- Gain hands on experience calculating and interpreting key indicators
- 4:00 p.m. **Accounts Receivable: Billing Best Practices for Subs**
Claire Wilson, Head of Construction Solutions, Sitaline
- Identify opportunities to improve efficiency, predictability, and cash flow
Best practices to increase efficiency, optimize for predictability, and create healthier cash flow
How to minimize payment delays, improve collaboration, and leverage data
- 5:00 p.m. Adjourn

Day 3 – Wednesday, May 21

- 7:30 a.m. Breakfast & Registration
- 8:00 a.m. Business Transition Concepts
- 9:45 a.m. Common entity forms (sole proprietorships, corporations, limited liability companies (LLC's))
- 10:45 a.m. Strategic Elements
- Commodities
 - Primary strategies
 - SWOT Analysis
 - Sustainable competitive advantage
 - Plum trees and radishes
 - Elements of strategic planning
- 12:00 p.m. Adjourn