

MASTER CLASS REGISTRATION

MAXIMISING VALUE OF A BUSINESS

COMPANY NAME: _____

BILLING ADDRESS: _____

_____ **POSTCODE:** _____

CONTACT PERSON: _____ **Phone:** _____

EMAIL: _____ **Date:** _____

DURATION OF COURSE: **4 hours – 10:00am to 2.00pm**

LOCATION: Mirrat House, Level 1, 46 Kooringa Way, Port Melbourne

COST OF COURSE: VWMA/VTA members **\$360** (incl. GST) VTA Member No _____

Non-Members* **\$390** (incl. GST)

**Would you like further information about becoming a member of the VTA? YES / NO*

Full Name of Person(s) attending	Course Date(s)	Fee \$

TOTAL PAYMENT AMOUNT: \$.....

Credit Card Payment Details (Cross "x" card type box)

MasterCard Visa

CREDIT CARD NUMBER: _____ **CARD EXPIRY:** ____ / ____

CARD HOLDER NAME: _____ **CARD HOLDER SIGNATURE:** _____

Cheques (Payable to the 'Victorian Transport Association Inc.')

A Tax Invoice will be forwarded on receipt of payment

Email completed registration form to: reception@vta.com.au

CONDITIONS OF COURSE ATTENDANCE:

1. All fees must be paid prior to course attendance or certificates cannot be issued.
2. Substitutes may be accepted if notified prior to the course date.
3. Confirmation of booking is upon receipt of payment. Course is restricted to 30 participants.

REFUND POLICY

- If the VTA cancels a course, we will refund you 100%, or transfer you into another course of same value.
- If you cancel your booking for a course 5 working days before the start of the course, we will refund you 80% of the course fees.
- **Less than 5 working days- no refund will be given.**
- In the event of illness or personal crisis, you may transfer into another date provided you phone the VTA prior to the course and complete and return the course withdrawal / transfer form. Nonattendance will forfeit fees.
- Courses offered are not intended to be an exhaustive training program that covers every formal or legal aspect found under Commonwealth/State Laws, Regulations, Ordinances, By Laws etc.
- The VTA reserves the right to withdraw, cancel or reschedule any Course/Seminar/Workshop offered if deemed necessary due to any circumstance that may arise.

A copy of the VTA [Privacy Policy](http://vta.com.au/privacy-policy/) is available at <http://vta.com.au/privacy-policy/>

Victorian Transport Association Inc, PO Box 5 South Melbourne VIC 3205
Tel: 03 9646 8590 ABN: 95 922 065 177 Revision – October 2018

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Master Class – Maximising Value of a Business

- Dates:** Thursday 2nd of April 2020.
- Time:** 10:00am – 2:00pm *a light lunch will be provided*
- Venue** VTA Offices – Level 1, Mirrat House, 46 Kooronga Way (Webb Dock) Port Melbourne
- Cost:** Members - \$360 (including GST) per person/Non-Members - \$390 (including GST)
- Materials:** Each participant will receive a copy of the presentation

Maximising Value of a Business

Many business owners run their business to fund their lifestyle and that of family members.

They do not focus on maximising their business value to get the best price when they need to exit by selling to family or a trade sale.

Too much time is spent working “in” rather than “on” their business.

They get a much lower price than they could have if they had planned ahead.

Money is left on the table.

This workshop gives a step by step process on how to maximise the value of a business.

What the workshop will cover:

- Now - Where – How
- Explains 10 steps Business Value Maximiser process
- Profit Improvement - Waste (Cost) Reduction
- Growth - 4 Ways to Grow a Business
- Minimise Risk – FMEA
- One Page Plan

Learn the three stages in the ten-step process – optimum performance, polishing the business and creation of the sale.

Workshop outcomes:

- An understanding of how to maximise a business value
- Knowing how to improve profit
- An understanding of how to minimise risk

The workshop is suitable for:

- Business owners
- Family members
- Prospective buyers of businesses
- Division managers in larger companies
- Managers wanting to grow profits.

About the presenter:

Barry Jenner is an Accredited Mindshop Facilitator Plus, Fellow Member of the Institute of Chartered Accountants Australia New Zealand and holds a Graduate Diploma in Business (Accounting). He is an experienced management consultant and facilitator. He has a reputation for being able to change and improve the way organisations do business.