Legacy Business Partners
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2008 Seminar Topics

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"Cash is King" – Manage Your Cash Effectively
The first of a three-part series on managing your business more effectively. This seminar focuses on all the things you should be doing to maximize cash flow including:

- Order to Cash Turn Around Time
- Cash Disbursements Cycle
- Reporting
- Controls
- Banking Products

"Profitability A Must" – Getting the Right Information
The second of a three-part series on managing your business more effectively. This seminar focuses on preparing and communicating financial and operational information to help make well-informed business decisions. We will discuss:

- Key Driver Reporting
- Cash Reporting
- Trend Analysis
- Planning & Forecasting
- Ratios

"Execution is Key" – Planning & Communications
The third of a three-part series on managing your business more effectively. This seminar focuses on the strategic aspect of the business and how business owners and managers can better communicate among themselves. During this session, we will review the following:

- Exit Strategy Planning
- Strategic Planning
- Budgeting
- Projections & Forecasting
- Meetings & Agendas

The ABC's of Networking – Make it Fun!
Networking really can be fun. This seminar takes the "work" out of Networking and offers an approach that is both fun and rewarding. During this session we will discuss:

- Business Cards & Other Materials
- Helping Others Help You
- Attending a Network Event
- The 800 Pound Gorilla
- 30 Second Commercial
- One-on-One Meetings
- Tracking Your Activity

The Devil is in the Details – Can Processes, Procedures and Internal Controls add to the Bottom Line?
This session focuses on real-world experiences that highlight how changes in processes, procedures and internal controls have added to the bottom line. If you are tired of being considered "overhead", this seminar will show you how to increase shareholder value and be viewed as more than just another expense.

"PAIN" – Let Your Prospect Make Your Sale
This seminar focuses on how to handle your meeting with a potential customer. During this session, we will review a non-invasive way of getting to the root of prospects' problems, including:

- Tips & Techniques
- Up Front Contracts
- Understanding Why People Buy
- Discovering the Real Issue (the "PAIN")
- Closing the Loop

Financial Infrastructure and the Business Life Cycle
In this seminar we will discuss the development of the financial infrastructure during each business life cycle, and how these activities of the business can maximize its success.