



# The Business EDGE

Growing Business skills and financial literacy for grazing business managers

Grazing businesses require a lot of capital and labour.

**Is yours providing you with sufficient returns given the capital and time you invest in it... or is it just providing you with a basic lifestyle?**

Successful grazing businesses are generating sufficient profits to reward their owners for both their capital investment in the business and their efforts in running the business.

This puts these businesses in a position to be able to fund growth, debt reduction, retirement and succession.

**Growing the business skills and financial literacy of your management team is the starting point to improved financial performance.**



## What will you take home from The Business EDGE?

During the two days of **The 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 ...**

Comprehensive course notes are provided, along with decision support spreadsheet tools to help you apply the material to your business. Follow up is available to all participants.

# “ What attendees have said... ”

## Overall 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.” **Dysart**

“Course was exceptional, it has given me the tools to continue to learn and develop better business skills and improve financial analysis and ultimately profitability.” **Katherine**

“Is a bit above where I was thinking - realised this is where I should be thinking.” **Springsure**

“Great value because it's industry specific and presenters are industry specialists.” **Biloela**

“A fantastic investment of time if you truly want to gain financial literacy and not pass the responsibility to others.” **Brisbane**

“The workshop has given me the tools to scrutinise our business without emotion and make informed decisions - I would encourage other producers to enrol.” **Hughenden**

## Our presenters...

“Very knowledgeable but able to break it down so it was easy to understand” **Rockhampton**

“Practical and easy to relate to” **Mount Isa**

“Very good knowledge & delivery. Plenty of time made to detour and answer questions” **Dalby**

“Presenters know the content extremely well and deliver well” **Roma**

“Excellent delivery with the ability to engage and hold participants attention” **Cloncurry**

**The majority of past BusinessEDGE attendees have said that as a result of attending the Business EDGE, they have set financial and business goals and have a better understanding of financial performance.**

## Benefits in terms of time and money invested in attending...

“Definitely value for money going forward with our business plans” **Townsville**

“Very good investment in the future for myself as an employee and very beneficial to my employers” **Hughenden**

“Well & truly worth the investment of time and money” **Mount Isa**

“Good, relatively small investment considering the benefits that could be achieved” **Charters Towers**

“A good investment” **Toowoomba**

## The investment...

All prices exclude GST and are **fully tax deductible**.

	Full fee	Early bird
1 person	\$1500	\$1250
2+ from business	\$1250 ea	\$1000 ea

Early bird applies if registered & paid 4 weeks prior to course start date.

### Repeat discount 50%

Attendees of Bush AgriBusiness Business EDGE workshops who do a refresher course receive 50% discount off the applicable rate.

**Fully Guaranteed** - Unless you are completely satisfied that this workshop has helped you to understand and run your business more profitably, your course fees will be refunded in full, no questions asked.

## For more information or to register your interest call...

**Ian McLean: 0401 118 191 or Joanne Herley: 0427 118 699**

**Click: [www.babusiness.com.au](http://www.babusiness.com.au)**

**E-mail: [admin@babusiness.com.au](mailto:admin@babusiness.com.au)**

— 2017/2018 —

## Upcoming Workshops

2017	Nov 16-17	Townsville
2017	Nov 20-21	Rockhampton
2018	Mar 5-6	Charleville
2018	Mar 8-9	Goondiwindi



**BUSH AGRIBUSINESS** PTY LTD

The BusinessEDGE was developed by Meat & Livestock Australia specifically for extensive grazing businesses. Bush AgriBusiness delivers the Business EDGE across Northern and Rangelands Australia.

