

# Score Business Workshop Course Details

Please see the [Workshop Calendar](#) for Dates & Times

Course Title	Typical Length
<b>Secrets of Financial Management</b>	<b>3 ½ hours</b>

Short Description	Typically Recommended For		
	Planning & Evaluation	Inception & Start Up	Operating Businesses
Learn how to manage your finances so that maximum profit can be achieved			yes

## Detailed Course Description

This workshop is for business owners who have been operating for two years or more.

Sales will not make you rich: discover what will!

- The power of working capital

- Why you should consistently monitor your company's customer concentrations.

- Why you should plan your company's sales increase with the use of your business plan.

- Learn the importance of recycling your company's profits.

Why you would need to monitor your company's health? Learn not only how to "crunch the numbers" but what they actually mean!

Balance sheet: it represents the foundations of your company.

- Learn why you would need to properly capitalize your company.

- Learn why you would need to monitor it.

Working capital: you cannot operate without it.

- Why do you need working capital?

- Learn the meaning of working capital and the interrelation between working capital and assets.

- Learn why you should not buy "toys" as corporate assets, or use your company as your personal bank.

Accounts Receivable and why you are not a bank!

Inventory Management: How much is enough - Do not allow others to use your money.

Learn to manage your company's current assets to enhance the profitability and cash flow of your company.

Learn how to avoid potential pitfalls, which, if not corrected promptly, might affect the wellbeing of your company.



## Instructor Information

### **Patti Fellas**

She is currently a Business Banking Loan Officer with over 30 years experience in banking, primarily in small business lending. She has held many positions in both large regional banks and small community banks. She has recently joined SCORE where she hopes her experience in banking will help small business owners seeking funding.