



PRACTICAL WORKSHOPS

FOR

BUSINESS GROWTH





AMG Seven Summits Series Practical Workshops for Business Growth

The goal of this training is to allow managers and owners greater insight into the financial operations of their business so they can achieve sustainable profitability and growth. Applied Management Group, Inc. has identified seven functional areas that, once mastered, will put you on top of the world of management. Like those who have climbed the "Seven Summits" (the tallest peaks on each continent in the world), through Applied Management Group, Inc's training series you will enter an elite group of people who have truly mastered the science and art of management.

Summit 1- Management Accounting: Focus will be on assessing base knowledge of accounting practices, understanding QuickBooks, and utilizing QuickBooks to perform the Applied Management Accounting Process. The outcome is to have the participants comfortable with basic accounting and how it relates to QuickBooks.

Summit 2- Company Financials: Focus will be on expanding the participant's fundamental understanding and knowledge of financial statements. Included will be an in-depth review of Balance Sheets and Income Statements as well as how company processes and procedures affect the use of the accounts and the ultimate impact on their financials. The outcome is to have the participants recognize the value of financial reports as critical tools and engage those tools in the decision making process to create profitability and performance within their company.

Summit- 3 Departments: Focus will be on creating Departments (profit centers) within the participants company. Included will be an in-depth evaluation of what departments currently exist within your business, controlling the number of departments and their implementation within QuickBooks. The outcome will be the ability to develop a departmentalized income statement allowing for informed management decisions.

Summit- 4 Burdened Labor Costing & Labor Efficiencies: Focus will be on the participants Service Department; identifying correct labor costing structures and performance efficiencies. Studying the process of cost of labor to efficiency output and revenue generation is essential to getting the desired results. The outcome will be an understanding of the process of Burdened Labor Costing and the importance in developing accurate labor tracking.

Summit- 5 Flat Rating & Pricing: Focus will be on developing Service Department flat rate and pricing programs. Participants will learn how to develop a comprehensive flat rate process. Create desired results with broad visibility of all costs. The outcome will be the understanding of utilizing expenses, Departmentalized Income Statement and Burdened Labor Costing in conjunction with desired margins to create a complete flat rate program.

Summit 6- Empowering Personnel: Focus will be to assist the participant in developing a concise description of what outstanding customer service will look like in their business. They will learn how to develop a performance culture that drives a customer experience that WOW's the customer at every touch point. The key to delivering this experience is employees that are empowered to make decisions within the scope of a well-designed process. The tools needed to allow employees to take ownership and feel enabled to go the extra mile and engage the customer.

Summit 7- Benchmarking: Focus will be on setting standards to achieve desired growth. Creating benchmarks based on performance not tasks. The outcome will be for all participants to have the ability to generate benchmarks based on performance numbers, departmentalized financials and labor efficiencies.

Project: Focus will be on reviewing and summarize information from all sessions. The goal is to provide participants with the ability to have a complete understanding of their financials and utilizing those financials to make informed management decisions.