

Cash Flow Success

By Andy Ng



INTRODUCTION

Are you still finding that your company cash flow is tight? Is cost cutting the answer to cash problems? Is inventory increasing at a faster rate than sales? Are your expenses out of control? How about customers that promised payment but still drag on for months?

Whether you are making ends meet or having a rolling time, if you want to improve your business cash flow, come for this seminar on Cash Flow Success.

LEARNING OBJECTIVES

Upon completion of the course, you will learn:

- Improve cash flow without headaches
- Get Paid Fast from Your Customers
- Get Suppliers to Fund Your Business
- Use Barter Vista to Clear Stocks and Save Cash
- Use cost-less marketing to get sales easily

COURSE OUTLINE

- Cash Flow Trap and What to Do About It
- Impact of Profits on Cash and Cash Flow
- Profitable and Cash Generating Biz Model
- How to Guarantee Success of Any Project
- Top 10 Ways to Generate Sales w/o Cash
- Top 10 Ways to Cut Cost w/o Hurting Staff
- ACT 5-Ways to Cash Flow Management
- Know How Banks Work and Get Funding easily
- How to Clear Stocks without price reduction
- Power of Weekly Cash Flow Forecast
- Break-Even Analysis

** Bonus: Collection Tips and Bad Debt Prevention ***

WHO SHOULD ATTEND

- Finance Managers and Financial Controllers
- General Manager
- Managing Director
- Directors and Managers in Sales/Marketing/Operations
- Executives and Clerical Staff in Accounts Department

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ABOUT THE TRAINER – Mr Andy Ng

Andy Ng combines 23 years of corporate, entrepreneurial business, training and consulting experience, all with a great passion to help people to be more competitive and successful. He graduated from the National University of Singapore (NUS) in 1988 and has a MBA from the Heriot-Watt University of UK and used to be the Director of Finance, HR and Admin of the world's 5th largest computer networking equipment supplier - Allied Telesyn International. The Group enjoys US\$420 million sales employing 1,300 staff worldwide.

Andy's other experiences include banking at Chase Manhattan Bank, consultancy at KPMG and sales at Vickers Ballas Securities. As a trainer, trains companies on 3 major topics: sales, management and executive and high performance employee skills. Andy has trained SingTel and Sing Power for Finance for Executives programs. In addition, he also did in-house training for over 204 companies including Beckon Dickinson, Manulife Financial, Citibank, Coldwell Banker, Thomson Learning, Cadbury, SAF, Ministry of Education, Baiduri Bank Bhd (Brunei) and AIA. Since 1996, total people trained by Andy numbered 81,431 in 8 countries.

Andy is also a Certified Trainer with the American Management Association (AMA), Advanced Training (UK) and Action International. He is also ACTA-certified by Singapore Workforce Development Agency. Currently he sits on the Executive Committee of Association of Professional Trainers Singapore (APTS).