

## ALTO double event London 2019 - Leaders in Training

**Venue:** County Hall, London  
**Time and date:** Monday, 2<sup>nd</sup> September 2019  
08:45 – 12:30  
Andrew Needham – Driving Improved Financial Performance

**Session summary:** To give future business leaders the skills and confidence to play an active part in driving the improved financial performance of their organisation.

### Topics covered will include:

- Defining and measuring financial success for a language school or college
- Reading the core financial reports for a school or college
- The critical levers that future leaders should consider and use to improve financial performance by either growing revenue or managing costs or investment more effectively
- The importance of cashflow and techniques to improve cash generation
- How financial decisions can drive the value a language school or college and specific actions to increase the value of your business.

### Introducing our presenter

- Business professional with 20+ years' experience working with CFOs, HR and L&D specialists in leading organisations.
- Skilled communicator, facilitator, coach and tutor with natural skill to bring out the best from people.
- Wealth of experience working with leading businesses in areas including business development, financial management and strategic planning.
- Works with clients to create and deliver development solutions that enable people to connect their actions to the business results of their organisation.
- Qualified finance professional with the rare ability to bring numbers to life and them engaging and relevant to business people of every background and level.



Read more about Andrew at [embeddingperformance.com](http://embeddingperformance.com)