

## ENTREPRENEURS

### Session Overview

# Financial Survival for Entrepreneurs

#### **Audience:**

Entrepreneurs beyond the first 3 years of operation

#### **Outline:**

- Managing growth and expansion
- Key numbers to understand and monitor
- Doing the math: the ratios that make or break you
- Case study: Scarves from the North
- Financing: the big league
- Tax

#### **Learning Objectives for Participants:**

- To be able to understand the management of growth and expansion
- To be able to identify the key numbers to understand and monitor
- To learn tactics of seeking out financing
- To learn effective tax strategies

#### **Learning Materials:**

- *Scarves of the North* (case study)
- *The Matching Game*