



How can we help you?

To discuss how our team can help your business achieve true results, please contact us.

650.361.1902

Our training programs:

- Marketing
- Sales
- Professional Development
- Leadership

Next Step is proven to maximize clients' results with accountability - leading to 300% or greater return on investment.

Financial Understanding

Program Overview:

This is a modular program that includes pre-work, fieldwork and a workshop designed to give managers a better understanding of the financial impact of their management decisions, and help them find ways of making decisions that better support the financial position and company's mission and goals.

Objectives:

Upon successful completion of this workshop, participants will be prepared to:

- Identify areas where they can increase Net Gains.
- Calculate the impact of their management decisions on Revenue, Expense and Net Gain.
- Make better decisions involving resources based on company's financial goals and/or fiscal constraints.
- Tie financial decisions to the achievement of the organization's goals.

Workshop Outline:

- Financial Management in Our Everyday Lives
 - Reviewing the Basic Finance Model
- Financial Management Fundamentals and Financial Reporting
- Financial Management Fundamentals
 - Revenue
 - Program Expenses
 - Levers
- Management Decisions Make A Difference
 - Checklist
- Putting It into Practice

"The training and follow-on coaching Next Step provided has really taken our team and department to go to the 'next step;' Learning the basics from experienced training professionals has allowed us to run the business in a whole new way." **Director, GIGEB**

Taking Companies to the Next Step