

Winning Edge Workshop Programme



Turnover is Vanity - Profit is Sanity

Tuesday 17 March - 9.00am –11.00am

Whatever business you are in there is one fundamental rule that applies to us all, the difference between your costs and your income is the most important number to your future. So many businesses work flat out delivering high volumes of service or product but are left with very little at the end of it. This Winning Edge Workshop explores how you can buy better, sell better and make better margins. In other words do less but do it better.

Protect Whats Yours

Thursday 26 March - 4.00pm –6.00pm

When you have built your business, created your product or service, designed your branding and are well on the way to success, how can you make sure some unscrupulous pretender doesn't come along and steal it from under your nose?! Learning how to protect what you have created and knowing about your Intellectual Property rights directly from an expert in the field is worth two hours of anyone's time.

Employment and HR

Finding your Dream Team

Tuesday 14 April - 9.00am – 11.00am

There is one important asset that is critical to every business and that's the people who work in it. Employing the right person or people for your business can make a huge difference to your success. After all, when they work for you they are part of your company, they represent everything your business stands for. Pick the right people and your business could fly, make the wrong choice and it could seriously jeopardise your chance of success.

This workshop delivered by an expert in all things recruitment and selection, will take you from drawing up the right job description through to finding the right candidates. From interviewing through to final selection.

It could be the most important business decision you make so it is worth investing a couple of hours learning how to make the right one.



BUSINESS HIVE

To book any of these workshops
please call **01472 242667**
to book go to businesshive.net/events

It's All About the Team

Thursday 16 April - 4.00pm –6.00pm

Keeping the great people you employ motivated, engaged and as enthusiastic about working for you as they were on their first day, takes effort and knowhow but can be essential in keeping your turnover and profits growing. Your employees are your most important asset and spending a few hours with an expert in the field, learning how to keep them motivated to succeed as a team will pay dividends for years to come.

Managing to Lead

Tuesday 21 April - 9.00am – 11.00am

This workshop explores how a good leader can help a team of people surpass even their own expectations. Inspiring them, challenging them and ensuring everyone is pulling together. However contrary to popular belief, leadership is not confined to people who can make big speeches or people who have decades of experience. Leadership can't be achieved just because you have a title or a position of office. Leadership is a skill and an attitude that can be learnt and practiced and put into action by anyone.

Employment Law

Thursday 23 April - 4.00pm –6.00pm

Get yourself updated with the very latest in employment legislation from a legal expert and you could save yourself thousands of pounds and days of time by avoiding litigation and tribunals, as well as ensure you have motivated employees who are confident and secure. Ignorance of your responsibilities as an employer is no defence at a tribunal. This workshop will ensure you avoid ever having to go to one.

Keep Them Safe

Thursday 30 April - 9.00am – 11.00am

If your business had an expensive but essential piece of machinery that you depended on, you would make sure it was looked after, that it was able to operate at optimum rate every day and that it was never damaged... wouldn't you?

Your people are your businesses biggest asset and the thing that can create real success for you. You spend a lot of time choosing them, training them and motivating them, in return they make sure your business is a success. This workshop takes you through your legal responsibilities of Health and Safety and the common sense measures you can take to protect your people.