



INVESTMENT READINESS

Introduction

This program is for entrepreneurs who are running or planning to establish a social enterprise and are looking for investment from business angels. The business may be a social enterprise looking to balance its need for inward investment with a strong social agenda or community interest.

Delivery concentrates on several key areas

Financial

Defining and evaluating financial health from the profit and loss account, balance sheet and cash forecasts. Understanding breakeven analysis and identifying basic management controls which should be in place over finances.

Marketing strategy and Sales Forecast

Reviewing the sales figures, looking for evidence of primary and secondary research

Target Operating Model

Ensuring that the proposal gives clear strategies around, People, Policies and Process

Investment Return

Does the organisation looking for funding have realistic expectations around levels of equity and return on investment?

Risk Management

Has a risk analysis been carried out on this proposal?

Exit Strategy

Does the proposal give both the organisation and the investor an exit strategy?

Leadership profile

Do the senior executives demonstrate the necessary technical, interpersonal and conceptual skills needed to lead the project?

Material and workbooks

The course is interactive and contains practical exercises and case studies. As part of our ongoing commitment to the environment, delegates will receive copies of all slides in electronic format as well as a copy of their workbook.

Pricing

Individual prices for this in-depth and complex course are £130 including all materials and support, further discounts can be arranged for block bookings at a single venue.

Booking

For details of dates for individual bookings or availability and costings for group bookings.

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