

The Administration Office  
The ABFA  
Boston House  
The Little Green  
Richmond, TW9 1QE

Please return to:



“Very interesting course...”

“Really excellent course.”

“Good presentation, enjoyed  
the case study work.”

“Good, interactive course.”



ABFA

## Cashflow and Credit Management Course

9<sup>th</sup> June 2010  
**LONDON**

ABFA

Tel: 020 8332 9955

Fax: 020 8332 2585

Website: [www.abfa.org.uk](http://www.abfa.org.uk)



# BOOKING FORM

Cashflow and Credit Management  
MCR, 43-45 Portman Square, London, W1H 6LY  
9th June 2010



## PRESENTERS

### DETAILS

**Who should attend?** The course is aimed at Client Managers, Risk and Operations Managers and new and existing sales staff. The course is appropriate at all levels from new to senior staff.

**What students will learn:** Students will be introduced to cashflow planning and monitoring by using case study information from 'live' examples and participate in group exercises in order to appreciate the significance of cashflow management as an important tool in managing risk and achieving turnaround.

**Course content:**

- Understanding the business
- Exploring the dependencies within the supply chain
- Difference between 'essential' and 'desired' cashflow
- Accounting for 'erosion'
- Elements of forecasting
- Constructing the model
- Link to actual position
- Effect on invoice finance position
- Cash spikes and timing issues
- Practical application of the model

**Date & Location:** The course will be held at MCR, 43-35 Portman Square, London, W1H 6LY. Full details and directions will be sent to delegates on registration and are also available from our website [www.abfa.org.uk/publicdb/select\\_event.asp](http://www.abfa.org.uk/publicdb/select_event.asp) Registration will be at 8:45am for a 9:00am start and will close at 5:00pm.

**Maximum number:** 24

**Dress code:** Smart casual

**Cost:** £325 Members  
£490 Non-Members  
(This includes course material and refreshments.)

**Andrew Stoneman, MCR**  
Andrew is a founding partner of MCR and is a corporate recovery and turnaround specialist with over 20 years experience.  
Andrew has worked on assignments for all the major clearing banks, asset based lenders, factoring companies and many international law firms. He has developed strong relationships with lenders and professional advisers for the quality of his work.  
Andrew has advised on several of the most high profile cases in the UK in recent times. His sectoral expertise includes the travel industry (EOS Airlines Inc., DAS Air Ltd), subprime mortgage lenders (The Mortgage Lender, Solent Mortgage Services Ltd), recruitment (IPS Resourcing Ltd) and media (Superhire Ltd).  
He has been the managing partner of MCR since its inception in April 2001 and is heavily involved in leading and executing the strategy of the firm. In addition, Andrew regularly speaks at international conferences. Andrew is a Chartered Accountant and a licensed UK Insolvency Practitioner.

**David Grier, MBA, MCR Business Consulting**  
David joined MCR in 2005, when he established the MCR Receivables Management division. He now leads the MCR Business Consulting division in London.  
David focuses on helping to determine and evaluate business strategy and viability as part of MCR's commitment to deliver integrated turnaround and restructuring solutions. At the request of lenders and private equity investors, his team conducts Independent Business Reviews and creates implements and monitors cash management programmes. MCR Business Consulting provides these services to a wide range of businesses and sectors including manufacturing, recruitment, retail distribution and financial services.  
David also specialises in leading change and delivering non-insolvency business turnaround solutions. He has spent more than 21 years working within a number of the UK's largest financial institutions, including roles as lead director of multi-discipline teams.  
Consequently David maintains strong relationships with the lending community and associated professional advisers and provides non-executive support to growing and developing companies.

Contact Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 \_\_\_\_\_ Postcode \_\_\_\_\_  
 Telephone \_\_\_\_\_  
 E-mail \_\_\_\_\_

**Delegate**  
 Name \_\_\_\_\_ Job Title \_\_\_\_\_  
 Email \_\_\_\_\_

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 Name \_\_\_\_\_ Job Title \_\_\_\_\_  
 Email \_\_\_\_\_

**Delegate**  
 Name \_\_\_\_\_ Job Title \_\_\_\_\_  
 Email \_\_\_\_\_

A pre-assessment questionnaire and joining instructions will be sent directly to delegates. These documents are also available on the website. Course material will be given out during the Workshop.

**Bookings and Payment**  
 VAT at the current rate is applicable for ABFA courses

	Per Person
Fee	£ .....
Total VAT at the current rate	£ .....
Grand total payment enclosed	£ .....

Please make your payment payable to: **ABFA**

**Cancellation policy for Day Courses**

- Any changes or cancellations to bookings must be made in writing (email is acceptable).
- All cancellations must be received at the ABFA 45 days before the start of the Course to qualify for a full refund.
- Written cancellations 30 days before the start of the Course will be subject to a 50% refund.
- No refund is possible for any cancellations made after 30 days from the start of the Course.
- We are happy to welcome a substitute attendee at any time.

**Consent Clause**  
 I hereby give my explicit consent (and have obtained the explicit consent from the people I have named on this form) to the ABFA, and any data processors they may use processing the personal data provided on this form, for the purposes set out at the beginning of the form.