

FRIDAY	
5:30 – 6:45	Arrive – Register & Check in
7:00	Welcome & Introductions
7:15 – 9:15	Value Propositions - Pitching <i>No.1 failure in businesses is a weak value proposition, how does yours match up? Learn how to confidently deliver powerful pitches to customers, investors and other stake holders.</i>
9:15 – 9:30	Break
9:30 – 10:30	Your: 3 Min Pitch & Critique <i>You're on stage for your 3 min pitch and group critique.</i>
SATURDAY	
7:30 – 8:20	Breakfast
8:30 – 9:30	Business or Hobby? + BHAG <i>Let's explore the motivating force and logic behind your business</i>
9:30 – 11:30	Financing Growth: Raising capital & building shareholder value <i>You are the first investor in your business – is it a wise investment? What do external non emotive investors look for in a business?</i>
11:30 – 12:30	Market Validation <i>How can you make the most money the quickest? De-risking your business.</i>
12:30 – 1:00	Lunch
1:00 – 2:00	Business Model <i>Deciding what not to do is the most important decision business owners make. Explore some tools and techniques to help.</i>
2:00 – 3:00	Your: Business Model Exercise <i>Create the business model for your business</i>
3:00 – 3:30	Break
3:30 - 4:30	Strategy <i>Learn how to condense your business plan into one page and use the Bisvision tool to make sure you have not missed anything in your plan.</i>
5:00 – 6:00	Your: SWOT & Strategy Development <i>Prepare your business plan for presentation to the board.</i>
8:00 – 10:00	Group Dinner - <i>Share one good business idea – tip you wish you knew before hand</i>
10:00 - Late	<i>Prepare business plan, business model and investor pitch</i>
SUNDAY	
8:30 – 10:00	Your: Business Model & Strategy Presentation
10:00	Break
10:15 – 11:30	Building Performing Teams <i>Building effective work cultures, tools to help with staff selection</i>
11:30 – 12:30	Governance and Advisors <i>Establishing and maximising value from advisors and boards</i>
12:30 – 1:00	Lunch
1:00 – 2:30	Tips Section or Client Requested –Free Topic 1 We reserve this session to discuss any burning questions – topics not covered
2:30	Break <i>– Last chance to ready for presentation</i>
2:30 – 4:30	Your: Investor Pitch (10 min each) <i>You're on stage to Convince us and you that this is a venture worth pursuing</i>
4:30 – 5:00	Wrap up – Next Steps Strategy Workshop Prep – 1 month out MSI Market Scan Prep - asap Evening Workshop Series: Sales , Legal Commercial & IP, Brand, Accounting
5:00	Go Home