

pax8Academy

LEVELING UP YOUR FINANCES

Syllabus

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Course Overview

Understanding your Profit & Loss statement (P&L) is just the start of understanding the financial picture of your business – there's much more to your finances than that!

This course, Leveling up your Finances, is a 4-session virtual, live-instruction course designed to get you up to speed on more advanced concepts like building out your budget (and sticking to it) and diving into benchmarking your data to understand your own performance against yourself and others in the industry. Additionally, you'll learn more about the balance sheet and will be able to identify assets and liabilities along with some other core metrics to help manage your cash flow better.

The goals of this course are to give you a deeper understanding of your company finances and walk away with a budget, strategies on how to manage the budget, and how to benchmark yourself.

You will also have the opportunity to meet with the instructor during office hours for additional support.

What You'll Get

- 4 hours of virtual, interactive, instructor-led content taught by an experienced MSP finance expert.
- Downloadable videos* of the content you can rewatch at your convenience.
- Downloadable slide decks, handouts, and resources.
- Office hours for individualized support and additional questions

Learning Objectives

By attending this course, you will learn:

- Why the balance sheet is important and some core metrics that business owners should be aware of.
- How to create a budget and know how to manage to it
- How to define benchmarking and see how you compare to other best in class companies

*Videos will either be recordings from your session, or they may be previously recorded material in which partner faces and voices have been removed. It is recommended to attend courses live to reap the full benefits of Q&A with the instructor and class.

Schedule of Topics

- Session 1: Balance Sheet
 - Unearned revenue, inventory, assets, and liabilities
 - Metrics around cash flow and cash reserves
- Session 2: Creating a Budget
 - Core concept of budgeting and using the Pax8 Budgeting tool
 - Start filling in the tool during class with homework to finish before next class
- Session 3: Managing to a Budget
 - The importance of reviewing your budget on a regular basis along with your P&L
 - How the P&L and budget tie together
- Session 4: Benchmarking
 - Compare your business finances to best in class

This course also includes office hours where you can ask business specific questions.

Instructor



Adam Hannemann
Sr. Academy Peer Group Program Manager

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Additional Resources

The Accounting Game: Learn the Basics of Financial Accounting - As Easy as Running a Lemonade Stand (Basics for Entrepreneurs and Small Business Owners) by Darrell Mullis and Judith Orloff - <https://amzn.to/45JENjf>

Next Steps

Explore your next step with Pax8 Academy:

- On-Demand Content
 - [Four Levers of Gross Margin](#)
 - [How to Break through the Next Business Plateau](#)
- Instructor Led Course
 - [Operations for Efficiency and Profitability](#)
 - [Selling to your Perfect Client](#)
- Peer Groups
 - [Join a Peer Group](#)
- Coaching
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