

# professional development.

## February 2019



= Join the session by livestreaming where it's convenient for you.

### Increase your Profits by “Maximising Your Margins”

Colin Gardner, Business Growth Consultant

This 90-minute workshop focusses on the ability of your business to maximise its potential to make money from its margins (i.e. the difference between achievable selling prices and product/service costs).

There are 3 main areas that will be covered in this workshop:

- The 5 indicators of margins under stress
- The 5 key margin optimisers
- An action plan to achieve your desired outcomes

This is the second workshop from the Mastermind series of workshops to be presented by Colin Gardner, an experienced Business Growth Consultant and Exit Strategist.

**date** Monday 5 February  
**time** 10am – 12pm  
**venue** Taste, 45 Normanby Road, Mt Eden  
**price** \$55.20 incl gst – member rate  
\$86.25 incl gst – general industry rate



### First Aid for Hospitality – Auckland

St John

The Restaurant Association of New Zealand has worked with St John to design a first aid training experience that provides savings in time and money by addressing the specific requirements of the hospitality industry.

On completion attendees will:

- Be able to recognise life-threatening situations.
- Be able to offer vital assistance before more experienced help arrives.

This workshop will cover:

- Burns & bleeding, fractures, allergic reactions
- Scenarios related to hospitality businesses
- Scene assessment and danger mitigations
- CPR & foreign body airway obstruction

This workshop comes with a St John attendance certificate only.

**date** Monday 11 February  
**time** 2pm – 5pm  
**venue** Taste, 45 Normanby Road, Mt Eden  
**price** \$55.20 incl gst – member rate  
\$86.25 incl gst – general industry rate



### First Aid for Hospitality – Wellington

St John

The Restaurant Association of New Zealand has worked with St John to design a first aid training experience that provides savings in time and money by addressing the specific requirements of the hospitality industry.

On completion attendees will:

- Be able to recognise life-threatening situations.
- Be able to offer vital assistance before more experienced help arrives.

This workshop will cover:

- Burns & bleeding, fractures, allergic reactions
- Scenarios related to hospitality businesses
- Scene assessment and danger mitigations
- CPR & foreign body airway obstruction

This workshop comes with a St John attendance certificate only.

**date** Monday 11 February  
**time** 9am – 12pm  
**venue** 55 Waterloo Quay, Pipitea, Wellington  
**price** \$66.70 incl gst – member rate  
\$86.25 incl gst – general industry rate

### Engaging and Retaining your Dream Team

Margaret Main, Turning Tables

This leadership workshop will focus on creating 'staff appeal' in your hospitality business, exploring ways to keep your team engaged, having fun, being productive and prepared to stick around!

Topics covered will include:

- Creating a “cool culture”
- Becoming a successful coach
- Situational leadership – understanding where your staff are coming from
- Trips and tricks for staff motivation
- Ideas for incentives to reward your team

Numbers are strictly limited so book in quick to avoid disappointment.

**date** Monday 18 February  
**time** 10am – 1pm  
**venue** Taste, 45 Normanby Road, Mt Eden  
**price** \$55.20 incl gst – member rate  
\$86.25 incl gst – general industry rate



### Business Strategies to Overcome Wage Increases

Serena Irving, JDW Chartered Accountants

This 90-minute workshop focusses on choosing business strategies and budgeting to overcome rising staff costs brought about by rising minimum wage levels.

There are 4 main areas that will be covered in this workshop:

- The effect of minimum wage increases on labour and food costs
- How values, purpose and uniqueness drive business strategy
- Alternative business strategies: pros and cons
- Putting your strategy into numbers: forecasting and cashflow budgeting

**date** Monday 25 February  
**time** 10am – 12pm  
**venue** Taste, 45 Normanby Road, Mt Eden  
**price** \$55.20 incl gst – member rate  
\$86.25 incl gst – general industry rate

