

# Guide to Successful Retailing

**Retail Business Planning & Finance – Inspired by Mary Portas**



## Retail Business Planning & Finance

Maintaining a healthy balance sheet is critical to any successful business. Achieving this takes planning and forecasting. This accessible course guides you through building a business plan, cash management and monitoring sales, to help your business stay in a positive financial position.

### By the end of the course you will:

- Understand the importance of having a business plan and get a guide and template to write one
- Be able to manage your sales and improve your cashflow for maximum impact on your overall business performance
- Understand what makes your business profitable or not: gross profit, capital expenditure, systems and controls, stock turns/levels

### Jayne Bransby, Elegant Steps, Wirral

"Since taking the course (and assisted by some additional business mentoring), sales online and in-store at Elegant Steps have increased by 35% over the last year."

### Who should attend this course?

Shop owners, managers, supervisors and those looking for specialist expertise in a particular area of retail. If you are thinking of setting up a retail business these courses can give some great ideas and insights based on real life examples.

**Programme Delivery:** Delivery length is flexible.

Each of the courses can be delivered in bite-sized sessions to accommodate your availability or adapted for a particular business if a number of employees are attending.

**Course cost:** Business course costs vary, check with your local skills shop for course costs.

**To book:** Contact your local skills shop to find a course near you [www.nsaforretail.com/skillsshops](http://www.nsaforretail.com/skillsshops)

**For more information about the Guide to Successful Retail business courses contact us on 020 7462 5060 or email [successfulretailing@nsaforretail.com](mailto:successfulretailing@nsaforretail.com)**

