

# CONNECT:LEARN:THRIVE

Strategically Creating and Realising Value in Your Business

## Workshop 1

The Strategic Funding Plan – with Nelson Gray

Too many companies fail to meet their initial business plan objectives, many others meet their self-set objectives, only to find “no one cares” and both struggle to secure follow on funding. Both mean the founding team of a business have to spend more time raising funds than running the business.

This workshop focuses on realistically planning for future funding needs by setting objectives that create value in the eyes of future funders and potential acquirers. It looks at how investor and non-executive directors can add value to this process; ensuring key business decisions are aligned with achieving as many of the three “steady states” that ensure company survival, value creation and founder / investor strategic choice.

## Workshop 2

The Human Factor – with Kirsty Bathgate

This workshop focuses on setting the investment journey up for success, building effective boards, engaging in good conflict well and how to utilise and engage the talent around the boardroom table taking a view from both a CEO and NXD perspective, aiming to challenge both to engage and communicate more effectively focussing on creating value through getting the most from the people.

Realising Value Expert Panel including experts from

Scottish Equity Partners  
Archangels  
Par Equity  
Experienced Chair  
NelsonGray.com

£195+VAT per delegate. For tickets [click here](#)  
For more information contact [kirsty@gearingforgrowth.com](mailto:kirsty@gearingforgrowth.com) or [click here](#)



GEARING FOR GROWTH

One Day of Workshops, Expert Experience Shared, Networking and Round Table Discussions. For CEOs, NXDs, Investor Directors Chairs, FDs and Emerging NXDs of invested high growth businesses.

*“Really informative and thought provoking ”*  
*“It was a very interesting workshop which certainly provides food for thought. Nelson’s experiences especially with the American Angel market help you form new insights”*  
*“As a relatively new angel investor, I found the Strategic Funding Workshop extremely useful.”*

*“Workshops that challenge and motivate CEOs like myself to examine their leadership styles ”*  
*“Fantastic way to step out of the business, without having to spend too much time away,”*  
*“I found the course, exceptional., it brought me into a new way of thinking and a way that investors in my business and at board level will easily understand.”*  
*“I feel that I’m armed and equipped to lead a modern vibrant business with new younger people,”*

9th February 2018  
0830-1700Hrs  
Infomatics Forum, 10 Crichton Street,  
Edinburgh EH8 9AB

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