

Director & Manager Workshops

ClubsNSW and the Club Directors Institute (CDI) are constantly exploring and developing additional education resources for all aspects of governance training.



The following **Finance, Leadership** and **Strategy** workshops are available to directors and club leadership teams on a fee-for-service basis. Three hours in duration, these workshops are tailored to your specific club needs.

FINANCE

Managing Banking Relationships

Gone are the days of sealing a deal by handshake with your long-term bank manager who genuinely cared about you and your business. Banks today have ever-changing staff and priorities, so it is critical that you understand how to manage your banking relationship.

This three-hour workshop covers:

- understanding your club's needs and how to prepare your application before you go to the bank
- understanding the client/banker negotiation process
- being fully conversant with your bank's terms and conditions, including your critical obligations to the bank.

Contracts

Understanding the pitfalls of not reading and fully understanding the fine print of your service, supply or finance agreements is critical to any club or successful business. This three-hour workshop helps identify the pitfalls and traps, too often found in contracts, and provides a guide on how to avoid them and not suffer the financial consequences that have plagued the club industry in the past.

Financial Fitness

Do you understand all the financial jargon that's discussed in your Board meetings?

Do you understand and know how to calculate the key ratios that inform you as to the health of your club operation? This three-hour workshop makes sense of the basic financial reports – balance sheet, profit and loss, cash flows and key ratios. You will

GOVERNANCE DIRECTIONS
CDI : 2020
TAKING YOUR CLUB FORWARD



learn how to apply the appropriate analysis to your own financial statements to gauge the health and financial fitness of your club.

LEADERSHIP

Effective Interaction – DiSC Facilitation for Teams

Understanding the behavioural profiles of yourself, directors, managers and staff, and therefore their interactions with each other, can lead to more co-operative, friendly and productive teams and a great club culture. Everything DiSC Workplace Profile is the most accurate, user-friendly, online behavioural assessment tool. A three-hour session at your club, lead by an experienced ClubsNSW facilitator, will help you to understand how best to structure and communicate with your team for the maximum benefit to all participants.

Coaching Conversations

This three-hour workshop continues to build on leadership skills for directors and managers by differentiating between managing and coaching. Participants are given tailored strategies and templates that enable them to become coaches, with an understanding and knowledge of the coaching process. They also learn the variety of styles, skills and techniques needed within a problem-solving, solution-focused context that can assist their teams in defining and achieving their professional and personal goals.

Building High-performing Teams

The gap between 'good and great' lies in human capital.

Applying leadership skills learnt from Effective Interaction and Coaching Conversations, this workshop is about transforming good teams into high-performance teams – highly focused on their goals and achieving superior business results while outperforming all other competitors. Tailored to individual teams, the workshop explores the behaviours, needs and characteristics of high-performance teams and the leadership skills needed to build, manage and maintain them.

Is your club ready to make that giant leap?

STRATEGY

Strategic Planning Facilitation (1 day)

"If you don't know where you're going, you're already there."

Strategic planning is the key visioning activity of the board, and providing commentary on the strategic objectives for the club and how they will be achieved, is a vital element of the Directors' Report in the Annual Report. If you need to create a strategic plan for your club, or you would like an impartial review of an existing plan, ClubsNSW Learning & Development Team can provide an experienced facilitator to guide you through the process. Basic and Premium options (at additional cost) are available.

Marketing Mix

Managing the marketing of your club is a complex process that needs to address your club's vision and mission while being consistent with industry communications. Get the mix right and your members and patrons will engage effectively with the club.

The marketing mix looks at the basics to improve your communications, customer relations and the product / service mix to help build member numbers, turnover and reputation for your club.

Risk Management

Risk management is an essential ingredient for any corporation and is a critical success factor of both effective strategic planning and corporate governance.

Risk appetite, capacity, tolerance and context must all be established to ensure the organisation can create and manage an effective risk profile, that minimises detriment and maximises opportunity for successful trading.

RATES

Three-hour Workshop*
\$1,980 + GST + Travel

One-day Workshop
\$3,300 + GST + Travel

Travel
Drive and Stay \$275
Fly and Stay \$550

*All workshops are three hours in duration unless otherwise specified.

Programs are delivered online, face-to-face in formal courses, or via facilitated training (we come to you).

Enquire about training today.

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ClubsNSW

Registered Clubs Association of New South Wales
ABN 61 724 302 100

www.clubsnsw.com.au/cdi

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