

PROFILE

## Title of workshop: How not to get shafted in business!



**Presented by:** Entrepreneurs for entrepreneurs

**Duration:** One Day from 09:30 to 16:30

**Maximum delegates:** Ten

**Cost:** £179 + VAT which includes mid morning refreshments, luncheon and mid afternoon refreshments, handouts, etc. Discounts are available for single company group delegates

### **Outline:**





This one-day workshop has been designed, developed and will be delivered by people who have overcome and successfully survived real life business sabotage, theft, perjury, Trojan attack, fraud, deceit, deception and deformation of character.




### **Raison d'être:**

From real experiences this programme will not only raise awareness to the potentially catastrophic loop holes in your systems, practices, processes, strategies, people practices, people and legal relationships; but will also deliver the appropriate plugs to ensure damage limitation during the day-to-day running of your business, a business that has probably already cost you blood sweat and tears. You cannot buy trust nor demand respect, both have to be earned and no matter how long this mutual process takes, you must from the onset close 'that stable door before the horse has chance to bolt'. If a professional crook or con man sophisticatedly targets your business, there may be little you can do in the short term to avoid damage, destruction and heartache. However, this programme will provide you with the means and evidence to eventually track and bring the guilty parties to justice.

### **Who should attend?**

Entrepreneurs, budding entrepreneurs, start up companies, spin out companies, complacent companies, businesses undergoing change, business advisors, business angels, funding agents, accountants, bankers, managers, supervisors, team leaders - anyone who is involved with business development.










-  Those who have had to let a member of staff 'go' and so get away with theft or malpractice merely because the police or CPS have said that there was insufficient evidence to prosecute.
-  Those who feel or perceive changes in employees' behaviour pattern, perhaps with effects on others, yet cannot put their fingers on the 'why'.
-  Those who have experienced disappearing enquiries, abandoned solid sales leads or tender failures for no apparent reason.
-  Those whose business profit margins have been eroded or slashed, yet the work turned out was excellent.

-  Those who have carried the can for someone else's crime, lost everything, but later to be proved innocent when the damage was done.
-  Those who have trusted the professional & legal services only to find later that they have been totally deceived.
-  Those who have worked hard on new developments and ideas only to have them stolen or plagiarised, so losing them thousands of pounds.







### **Workshop Features**

This is hard-hitting and commercially relevant for all those who want to protect themselves, their business, their longevity, their family, their sanity and still get on with the day-to-day running of the business.

#### **The morning session includes the following real life case studies: -**

-  The quiet office clerk who sabotaged his colleague's work.
-  The 20-year time served employee who took the company to the cleaners for the sake of £500 holiday pay.
-  The employee who managed unnoticed to take ten weeks holiday each year.
-  The lawyer that conspired to pervert the course of justice.
-  The quiet office clerk who sabotaged his colleague's work.
-  The director who conspired to defraud.
-  The 'old boys' network cover-up
-  The missing 4000 square metres of roof.
-  The £30,000 non-existent conservatory.

#### **The afternoon session will include:-**

-  Why new employee induction is so valuable and how this helps to convict the unscrupulous and safe guard the innocent.
-  How to install simple enquiry, contract costing & tracking systems
-  Why continuous assessment & evaluation of individuals is needed and relevant.
-  Leadership, Management, Communication techniques & 360-degree instinct.
-  Understanding your own corporate structure – if there is more than one of you, you have a structure.
-  Understand what you can and cannot do within the business, even if it is yours

If you have a question, or a perception on the day that we cannot answer, we will find it for you. Remember ... if you do have a question, you really do have a problem! The workshop's objective is for you to learn!

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