Budgeting, Projections and Financial Modeling
Using Excel 2010™

An Intensive, Practical One-Day Seminar Designed for Fast-Track Financial and Accounting Professionals

Excel™ Training:
- Financial Modeling Overview: Build Effective Modeling Templates
- Decision Making/Modeling Tools: Data Tables, Goal Seek, Solver
- Incorporate Excel™ Spinners and Sliders into Your Model's Key Drivers
- Link Your Financial Models to Graphics, Spinners and Sliders for Dramatic Presentations
- Generate Linear Regression Formulas for Forecasting and Fixed/Variable Cost Analysis
- Tools for Sensitivity Analysis, Monte Carlo Simulations, Conditional Formatting, More!

Budgeting and Financial Modeling Training:
- Model Sales, Cost of Sales, Fixed and Variable Costs and the Income Statement
- Model the Balance Sheet: Three Different Modeling Methodologies
- Model the Weighted After Tax Cost of Capital (WACC) and the Optimal Capital Structure
- Model Maximum Sustainable Growth Rate and the Optimal Growth Rate
- Flexible Budgeting Using Regression Analysis
- Identify Key Drivers - Revenue and Cost - Using Regression Analysis
- CVP/Optimal Pricing Case Studies Using Goal Seek, Data Tables and Solver

No Other Financial Modeling Seminar Gives You This Much Info in Just One Day!

Who Should Attend?
This course is designed for CPAs and financial professionals who want a state-of-the-art update and a crystal-clear explanation of advanced budgeting and financial modeling tools and techniques using Excel 2010. This seminar is perfect for CFOs, CPAs, treasurers, controllers, financial and security analysts, budget directors/analysts, staff accountants and auditors.

We Guarantee Results

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Seminar Agenda and Focus . . .

**Budgeting, Projections and Financial Modeling Using Excel 2010™**

**A Practical, Comprehensive Approach . . .**

**Excel Budgeting, Projections and Financial Modeling Overview**
- Basic Budgeting Concepts and the Budgeting Cycle
- Basic Modeling Concepts
  - Input Cells and Range Names
  - Using Goal Seek with Simple Models
- Building Effective Modeling Templates with Excel 2010 Special Features
  - Auto Fill, Date Formulas and Auto Sum Capabilities
  - Grouping Worksheets
- Auditing the Spreadsheet with the Audit Tab Features

**Modeling the Sales Forecast**
- Linear Regression Using Excel
  - Independent and Dependent Variables
  - Understanding and Using the Regression Equation for Financial Modeling
    - Using the Constant (Intercept) and the Slope
    - Analyzing the Rho Coefficient
- Identifying Revenue Drivers
- Revenue Forecasting Examples Using Excel's Regression Analysis
- Charting and Trend Line for an Instant Regression Formula and Rho Coefficient
- Using Graphics to Illustrate Models – Chart Wizard
- Using Judgment for the Sales Forecast and the Bottom-Up Approach

**Modeling the Income Statement**
- Forecast vs. Projection, AICPA/SAARS definitions and requirements
- Using Input Cells
  - Identifying Key Revenue and Profit Drivers and Model Construction
  - Identifying Uncertainties and Assumptions and Model Construction
- Linear Regression, Expense Budgeting and Projections Using Excel
  - Forecasting Fixed, Semi-Variable and Variable Costs
  - Translating the Regression Formula to Fixed and Variable Costs
  - Using Flexible Budgeting – Excel Examples - with Data Tables and Goal Seek
- Sensitivity “What If” Analysis Using Excel Data Tables
  - Cost-Volume-Profit (CVP) Sensitivity Analysis
  - Break-Even Budgeting Scenarios
- Projecting Costs Below the Gross Profit Level
- Top and Bottom Normalizing Adjustments – Using Judgment
- Forecasting Operating Income Incorporating Excel Spinners and Sliders for Key Drivers
- Forecasting Operating Income with Monte Carlo Simulations with the = RAND Function
- Using Conditional Formatting to Highlight Budget and Monte Carlo Variances
- Linking Your Model To Graphics

**Modeling the Balance Sheet**
- Modeling the Balance Sheet Using the Sales Forecast for Percent of Sales Modeling
  - Methodology, Model and Formulas
  - External vs. Internal Funding
  - Fixed, Semi-Variable and Variable Assets and Liabilities
  - The Plug: Cash, Investment or Payable – Using Excel’s =IF Function
  - Sensitivity Analysis with Excel Data Tables: Distributions, Profit Margin, More!
- Modeling the Balance Sheet Using the Sales Forecast and Regression Analysis
- Modeling the Balance Sheet Using Financial Analysis, Desired Outcome, and Excel Goal Seek

**Modeling Capital Structure – The Weighted After Tax Cost of Capital (WACC)**
- Free Cash Flow, The Cost of Capital and a Basic Capitalized Cash Flow Valuation Model
- Modeling the Capital Asset Pricing Model (CAPM) – The Cost of Equity
  - Beta, Risk Free and Risk Adjusted Return
  - Understanding the Build-Up Method
  - Adjusting for Privately Held Businesses
- Modeling the After Tax Cost of Debt
- Optimal Capital Structure Based on Industry Averages
- Modeling the Impact of Increasing Debt (Risk) – Debt Ratio as an Input Cell
- Incorporating Excel Spinners and Sliders to Model the Cost of Capital
- Tying Your Model and Slider to Graphics

**Modeling Maximum Sustainable Growth**
- The Sustainable Growth Model: Debt, Assets, Sales, etc.
- Improving Sustainable Growth via Change in Variables/Assumptions
- Sensitivity Analysis with Excel Data Tables

**Using Excel Solver to Model Optimal Solutions**
- Loading Excel Add-Ins and Related Locations on the Data Tab
- Programming Solver for Optimal Solutions
  - Target Cell, Min/Max/etc., Variable(s)
  - Programming the Constraints with Boolean Algebra
    - Examples:
      - Optimal Pricing Model: Solver v. Data Tables
      - CVP Optimization: Case Study
      - Modeling Optimal Capital Structure
      - Modeling Optimal Sustainable Growth

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30 Key Benefits of Attending

1. Build professional, effective modeling templates using input cells, range names, auto fill, date formulas worksheet grouping and more
2. Understanding basic budgeting concepts and the budgeting cycle
3. Audit your spreadsheet with the Excel audit tab feature
4. Model the sales forecast with Excel's linear regression tool
5. Use regression analysis for several aspects of financial modeling
6. Understand how to use the regression formula including y-intercept (constant), x-coefficient (slope or variable factor) and Rho coefficient.
7. Use the Excel Chart Wizard to illustrate and enhance your financial models
8. Instantly generate the regression formula and Rho coefficient using the trend line application for the Excel scatter graph.
9. Use regression analysis to clearly identify key revenue and cost drivers for model construction
10. Forecast fixed, variable and semi-variable costs with Excel's regression analysis
11. Develop flexible budgeting Excel templates
12. Use Excel data tables for sensitivity analysis related to break even budgeting and CVP decisions
13. Learn AICPA/SAARS definitions and requirements: Forecast v. Projection
14. Use input cells and Excel's Goal Seek for basic modeling
15. Model the Income Statement
16. Tie key revenue and cost drivers to Excel Sliders and Spinners for an immediate view of net income as assumptions change
17. Link your model, spinners and sliders to graphics for dynamic presentations
18. Use Monte Carlo Simulation to model net income
19. Use conditional formatting to highlight budget and Monte Carlo Variances
20. Model the Balance Sheet using three different modeling methodologies: (1) percent of sales, (2) regression analysis and (3) financial analysis desired outcomes using Excel Goal Seek
21. Use the Excel IF function for conditional programming
22. Model the Weighted After Tax Cost of Capital (WACC)
23. Model the Capital Asset Pricing Model (CAPM)
24. Incorporate Excel Spinners and Sliders to model the cost of capital
25. Understand the sustainable growth model
26. Learn the key drivers to improve the sustainable growth rate
27. Learn how to use Excel Solver for a variety of optimal modeling solutions
28. Compare Excel Data Tables to Excel Solver for optimal pricing strategies
29. Use Excel Solver to model the optimal capital structure
30. Use Excel Solver to model the optimal sustainable growth rate

TAKE HOME FREE EXCEL TEMPLATES

When you attend NCCE's Budgeting, Projections and Financial Modeling Using Excel 2010 you receive free templates that contain the models and examples illustrated during the seminar. These templates contain models to project your firm's balance sheet, income statement, optimal cost of capital, optimal sustained growth rate and more. Put your firm's financial numbers into these templates and make your own financial projections.

The course material and valuable templates will serve you long after you attend our seminar.

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Key Benefits of a Custom In-House NCCE Seminar:

- **Targeted Training** - Customize your in-house program to your company’s specific needs. Let us know which items in our seminar agenda you want to stress.

- **Convenience** - Schedule your seminar when it’s most convenient for you and your staff -- at your office or the location of your choice.

- **Substantial Savings** - Train a larger number of employees and staff for a significantly lower cost per person; avoid costly travel time and expenses. Cost effective for 10 or more employees. *Plus* your people have no travel costs when we train at your location – avoid travel costs.

- **Continuing Education Credits** - Enable your employees to fulfill CPE requirements. We will work with your organization as necessary to make sure that your seminar is approved for CPE in your state.

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**Bring this course in-house and provide custom designed training to your entire organization at a great cost savings!**

The fee includes a distinguished seminar leader at your site, a pre-training analysis and course tailoring with the instructor, full preparation of course materials, a seminar manual with your organization's logo emailed camera-ready in electronic format to your director of documents and much more. Your organization simply supplies meeting space, audiovisual equipment and participant refreshments; NCCE provides everything else.

We have the quality programs and expert, experienced instructors to give your company an edge in today’s competitive market. Improve communication, cohesiveness and efficiency through targeted professional development opportunities. NCCE's customized in-house training programs are a convenient, cost-effective way to provide your staff with critical information that will immediately add value to your organization.

If you are interested in an in-house seminar for your group, please take the time to look over and complete the questionnare at the end of this brochure or [online](#). It will help you pinpoint your group's needs, and will assist NCCE in putting together a top-notch seminar for your organization.

For further details on NCCE seminars, telephone NCCE at 850-561-6081 or email contact@nccetraining.com
NCCE Past In-House Seminar Clients

Partial listing of clients who have had this and other NCCE seminars presented in-house:

- Jones, Day, Reavis & Pogue
- Weil, Gotshal & Manges
- Greenberg Traurig
- Alston & Bird
- Ice, Miller
- McDermott, Will & Emery
- Drinker Biddle & Reath
- Arnall Golden & Gregory
- Irell & Manella
- Bass, Berry & Sims
- Harley – Davidson
- Oracle
- Florida Power & Light
- Burger King
- Stanley Tools
- National Institute of Science and Technology (NIST)
- Hewlett – Packard
- General Mills
- J. M. Family Enterprises
- Motorola
- Deloitte
- U. S. Small Business Administration

About the National Center for Continuing Education

Since 1984, the National Center for Continuing Education (NCCE) has produced and marketed continuing professional education and executive training in major cities throughout the United States. We provide critical business information to Fortune 1000 managers, attorneys, CPAs, healthcare administrators, engineers and business owners nationwide. For over 25 years we have offered informative, exciting continuing education led by the nation's most qualified instructors.

Bruce Clements, CPA, Ph.D., JD, MBA
Bruce is an attorney as well as a CPA and college professor. His practical work experience includes several years with a Big-4 accounting firm, operational accounting and financial analysis with a major oil company, and work as a practicing attorney and CPA. His varied education, practical work experience, and proven platform skills help him to deliver an interesting presentation.

Richard T. Balog, CPA, CFE, CIA
Richard has managed consulting engagements and led executive development programs in 25 countries and trained more than 70,000 business executives. Prior to his current position, Rick established KPMG Peat Marwick's executive education department, where he designed and taught audit training programs. He has also served as manager of program development for The Institute of Internal Auditors. Rick holds degrees in accounting and management from Loyola University and an M.S. in behavioral sciences from the University of Florida. He has won awards from The Institute of Internal Auditors and The American Institute of Certified Public Accountants for leading outstanding seminars.

Joe Weil, CPA, MBA
Joe is an exciting and dynamic professional speaker who has led over 400 financial seminars for attorneys and CPAs. He has a special talent for explaining abstract accounting and auditing concepts in a concrete, crystal-clear, entertaining manner that any financial professional can understand. Joe has owned his own CPA firm, conducted numerous forensic audits and has served as an expert witness. His philosophy is that entertainment and education should be mixed for maximum benefit and this attitude has consistently resulted in very satisfied seminar participants.

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## NCCE In-House Seminar Questionnaire

*Budgeting, Projections and Financial Modeling Using Excel 2010™*

### Company/Firm:

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### Basic In-House Information:

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### Additional Information:

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*We Guarantee Results*

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