Budgeting, Projections and Financial Modeling
Using Excel 2010™

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

CPE Credit: 8 Hours, Finance
Course Level: Intermediate

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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A Practical, Comprehensive Approach . . .
Budgeting, Projections and Financial Modeling
Using Excel 2010™

Seminar Agenda and Focus . . .

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

Modeling the Sales Forecast
- Linear Regression Using Excel
  - o   Independent and Dependent Variables
  - o   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
  - o   Identifying Key Revenue and Profit Drivers and Model Construction
  - o   Identifying Uncertainties and Assumptions and Model Construction
- Linear Regression, Expense Budgeting and Projections Using Excel
  - o   Forecasting Fixed, Semi-Variable and Variable Costs
  - o   Translating the Regression Formula to Fixed and Variable Costs
  - o   Using Flexible Budgeting – Excel Examples - with Data Tables and Goal Seek
- Sensitivity "What If" Analysis Using Excel Data Tables
  - o   Cost-Volume-Profit (CVP) Sensitivity Analysis
  - o   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
  - o   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
  - o   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
  - o   Beta, Risk Free and Risk Adjusted Return
  - o   Understanding the Build-Up Method
  - o   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
  - o   Target Cell, Min/Max/etc., Variable(s)
  - o   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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Cost Per Seminar Attendee					
Participants	10	15	20	25	30
Total Seminar Cost	Call for Pricing	Call for Pricing	Call for Pricing	Call for Pricing	Call for Pricing
Cost Per Person	**$AVE**	**$AVE**	**$AVE**	**$AVE**	**$AVE**

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- Stanley Tools
- National Institute of Science and Technology (NIST)

- Hewlett – Packard
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- Motorola
- Deloitte
- U. S. Small Business Administration

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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.

Your Seminar Will Be Led By One of NCCE's Expert Faculty

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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COMPANY/FIRM NAME   TELEPHONE NUMBER

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CITY   STATE   ZIP

Contact Person:

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SAL   NAME   TITLE

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Basic In-House Information:

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DATES DESIRED   LOCATION

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HOW MANY WILL ATTEND?   ATTENDED NCCE TRAINING BEFORE?

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ATTENDEE TITLES

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WHY IS TRAINING NEEDED?

Additional Information:

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