



Minerva Training Associates & The Turnaround Management Association, TMA (UK), Ltd presents:

Fundamentals in Turnaround Management

Essential update for experienced professionals

(London, Manchester, Leeds, Birmingham)

**Includes one year's membership of the Turnaround Management Association (UK).
CPD/CPE Accreditation Programme Certificate, upon completion**

The current exceptional circumstances oblige executives to be aware of process and methodologies in corporate restructuring and Turnarounds. Managers and professionals on all levels urgently need to understand Turnaround before fast impending events overwhelm them.

"Fundamentals of Turnaround Management" will fast track busy professionals through the fundamentals of turnaround methodology and strategy implementation; they will learn to "Speak" Turnaround and be able to use tools and key learning's from the latest cases; they will upgrade their professional agenda of the Turnaround "who's who" and will get a clearer view of the new landscape of corporate structure and restructuring. Participants can learn to stay ahead of the curve, and the unexpected

Who

- Experienced professionals currently in corporate roles.
- Professional services practitioners from private equity.
- Accountants – Practice & Industry.
- Lawyers – Practice & Industry.
- Bank workout & support teams.
- Owner managers and Interim managers at CEO, CFO or COO level.
- Workforce planning and recruitment specialists

Why

- To gain business acumen for working in and around turnaround projects, a growing sector.
- To raise professional visibility and worth in today's market.
- Attendance includes one year's membership of TMA(UK)
- As a part of Continuing Professional development (CPD) and accreditation
- Time is tight ...

Key benefits

- Understand the technical language and core concepts of Turnaround management
- Better understand the requirements of finance and credit management in a Turnaround situation
- Deal with the changes imposed on organisations in today's crisis conditions with increased confidence
- Use and apply a comprehensive Turnaround process map to own corporate or client situations
- Raise profile as "Trusted Advisor" in collaborations and for weighing options in turnaround strategy
- Employ strategic frameworks and knowledgeably contribute in Executive board, investor level and stakeholder collaboration



Programme Agenda

8:00 - 8:30	Registration, Networking
8:30 - 9:00	Welcome & Audience Introductions
9:00 - 10:30	Session One An Introduction (WALK THROUGH) -Turnaround Process " TP" Map "An Overview"
10:30 - 11:00	<i>Coffee & Networking Break</i>
11:00 - 12:30	Session Two - (DIAGNOSTICS) - "Work the problem" Diagnosing core performance issues - TP Map - Part 1 & 2 Under the skin of the causes and symptoms of a troubled business
12:30 - 13:30	<i>Luncheon & Networking</i>
13:30 - 15:00	Session Three - (STRATEGY) "Plan the Solution" Planning your turnaround management: - TP Map - Part 3 Where is the corporate value hidden - Option finding - Work streams
15:00 - 15:30	<i>Coffee & Networking Break</i>
15:30 - 17:00	Session Four - (IMPLEMENTATION) "Executing the solution" Implementing turnaround models - TP Map - Part 4 People & Process Approach Applying the essential components of a successful Turnaround (Slater) Quantitative Approach
17:00 - 17:30	Session Five What's Next? "Where is my next learning level?"
	Summary, Round Up, Q & A

Date

Monday, March 9th, 2009
 Friday, March 13th, 2009
 Friday, March 20th, 2009 (TBC)
 Friday, March 27th, 2009

Venue

Chicago Booth Europe Campus, London.
 Manchester Business School, Manchester.
 Leeds Business School, Leeds.
 Aston Business School, Birmingham.



TMA (UK) is an International affiliate of the TMA and has over 50 UK corporate sponsors, 12 UK regions, and 36 UK events a year; it is the only international association of its kind in the UK. With 42 chapters & 8,800 members globally. You can be as international or as local as you need to be with the TMA.

The TMA has a broadchurch membership policy and involves professionals interested in fixing businesses incl – lawyers, accountants, bankers, NED's, Interims, asset based lenders, change consultants, Insolvency practitioners, private equity,CRO, CFO,CEO, & COO, academics, students and government agencies.

For more information on the Turnaround Management Association contact Pauline North or Hayley Kinlan - Tel / Fax: 0870 760 7116 or E-mail: secretariat@tma-uk.org or visit our comprehensive websites to further enhance your knowledge of Turnaround methodologies;

The UK site at www.tma-uk.org or The US site at www.turnaround.org



Methodology

The *"Fundamentals of Turnaround Management"* one day programme is structured in defined and complementary sessions. Morning sessions clarify definitions of *Turnaround*, essential *Diagnostics*, *Best Practices* and decision making criteria *past vs. current situations*.

Afternoon sessions focus on *Strategy* formulation leading into *Implementation*.

Facilitators, Dominic Reibold and David Hole, are both serving Board Directors for TMA (UK) and experienced professionals with combined professional experience of 40+ years.

The course assumes that programme participants are not "Empty vessels" and provides a framework of learning that draws on this group experience. Lecture style presentations form a part of the programme which uses cases, pre-work, peer group learning, open discussions and practical exercises through accelerated learning and to increase return on investment in programme.

Participants on *"Fundamentals of Turnaround Management"* will receive *complete documentation* of all materials used, including cases, pre-work and follow-on study aids. The pace of learning is brisk and participants are expected to contribute actively when engaged in group work or joint exercises and when called upon by Facilitators.

Peer group feedback is encouraged as part of the learning process and parts of the programme intentionally replicate inter group dynamics that mirror managing turnaround processes that require decision making against deadlines.



Dominic Reibold

Experienced interim manager leading processes in change management, performance management, engagement and retention of top talent with over 20 years' experience in people development. Recent projects include design and implementation of EMEA Sales Strategy for leading software vendor, Europe wide change management projects in no#1 electronics manufacturer, Europe-wide direct search process for senior Sales & Marketing roles in luxury car manufacturer and numerous enterprise wide projects and start-up in global locations. Mandates completed for PE and VC funds include operational turnaround and management due diligence. Has facilitated management seminars in over 40 countries in English and Spanish.

- MBA from Chicago Booth.
- Director, Member, of Turnaround Management Association TMA(UK) – (2008)

Founder & CEO of Global Talent Implementation Ltd



EMAIL : dreibold@googlemail.com
MOBILE: 07881 750 467

LINKED IN PROFILE:
<http://www.linkedin.com/in/dominicreibold>



David Alexander Hole

A company director with 20 years hard core Turnaround and business recovery experience. A former appointment taking insolvency practitioner but now dedicated to preserving, salvaging and rescuing stakeholder value in businesses. Not sector specific and taking a holistic approach to fixing businesses. Forthright in his views with an evidenced track record saving and maximising corporate value at the point of crisis. Excellent negotiation and communication skills with internal and external stakeholders.

- MBA (Directors List) from Manchester Business School,
- Fellow of Association of Business Recovery Professionals (ABRP) (2000)
- Director, Member, Sponsor of Turnaround Management Association TMA(UK) – (2003)

Founder & CEO of Alexander Business Consulting Ltd

Alexander Business Consulting
Business Rescue, Restructuring & Repositioning

EMAIL : davidhole@alexanderbc.com
MOBILE: 07976 758 246
LINKED IN PROFILE: <http://www.linkedin.com/in/dahole>

CPD/CPE Accreditation

CPD/CPE requirements are notified to members by their licensing body and any queries concerning CPE should be addressed to that licensing body.

Programme participants licensed by the Institute of Chartered Accountants in England and Wales (ICAEW), the Insolvency Practitioners Association (IPA), the Association of Chartered Certified Accountants (ACCA), Solicitors Regulation Authority (SRA) and the Bar Council, this programme contributes towards to structured CPE /CPD.

Booking fees and payment details (All bookings are Online)

		<i>Ticket price*</i>	<i>Early Bird*</i>
Participant	Provides one place including lunch, a YEARS' MEMBERSHIP OF TMA (UK) complete documentation, CPD and programme certificate.	£750 (London) £695 (Other)	£705 (London) £650 (Other)
DUO Participant	Provides 2 places (different locations and dates) for each participant including lunch, complete documentation, a YEARS' MEMBERSHIP OF TMA (UK) for each participant, CPD and programme certificate.	£1350 (London) £1295 (Other)	£1225 (London) £1170 (Other)
Corporate Affiliate	Provides 4 places (different locations and dates) for each participant including lunch, complete documentation, a YEARS' MEMBERSHIP OF TMA (UK) for each participant, CPD and programme certificate.	£2500 (London) £2445 (Other)	£2300 (London) £2245 (Other)

*VAT is not applicable, a booking fee of £4.95 is payable

We will retain and use your personal data to provide you with information on our services. Your name and firm will be published in the delegate pack for every course you attend, unless otherwise stated.

Bookings will only be accepted with payment at:

Venue

Chicago Booth Europe Campus, London.

Manchester Business School, Manchester.

Leeds Business School, Leeds.

Aston Business School, Birmingham.

Online Booking URL:

<http://turnaroundlondon.eventbrite.com/>

<http://turnaroundmanchester.eventbrite.com/>

<http://turnaroundleeds.eventbrite.com/>

<http://turnaroundbirmingham.eventbrite.com/>

You will be taken to PayPal's secure checkout to complete the purchase.



Payment by cheque upon prior approval (payable to "Global Talent Implementation Limited" & sent to 1 Priory Close, Hampton, Middx, TW12 2QA. Must clear 3 working days prior to programme date.)

Delegate substitutions permitted. Credit notes will only be issued if cancellations are received in writing no less than 3 working days prior to the date of the course. Refunds will not be available. A receipt will be issued.

Queries related to bookings should be advised to Dominic Reibold on dreibold@googlemail.com or 07881 750 467.

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