

# Money Course Calendar

Module	Lesson	Length	Date Scheduled	Done <input type="checkbox"/>
<b>Course Introduction</b>	<b>Lesson 1</b> Course content overview	09:11		
	<b>Lesson 2</b> How to use this course	14:43		
	<b>Lesson 3</b> Legislation compliance	13:42		
<b>Module 1:</b> Financial Foundations	<b>Lesson 1</b> Why did you open a business?	11:41		
	<b>Lesson 2</b> The financial functions of business	15:46		
	<b>Lesson 3</b> The language of numbers	06:21		
	<b>Lesson 4</b> Playing the game of business	11:49		
	<b>Lesson 5</b> Understanding profit & profit margin	07:41		
	<b>Lesson 6</b> The Investor	14:14		
	<b>Lesson 7</b> What is your profit target?	13:59		
<b>Module 2:</b> Getting Organised	<b>Lesson 1</b> Financial information systems	16:14		
	<b>Lesson 2</b> Petty cash management	09:00		
	<b>Lesson 3</b> Accountants & Bookkeepers	22:30		
	<b>Lesson 4</b> What is your financial vision?	10:21		
	<b>Lesson 5</b> Knowing the numbers that matter	11:11		

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<b>Module 3:</b> How do I read Financial Statements?	<b>Lesson 1</b> How do I read a Profit and Loss	43:21		
	<b>Lesson 2</b> How do I read a Balance Sheet	23:31		
	<b>Lesson 3</b> How do I read a Statement of Cashflow	13:21		
<b>Module 4:</b> How do I make sense of the numbers?	<b>Lesson 1</b> Understanding benchmarks	43:41		
	<b>Lesson 2</b> My salon benchmarks	37:27		
<b>Module 5:</b> How do I Reduce my Salon Outgoings?	<b>Lesson 1</b> Reducing occupancy costs	30:28		
	<b>Lesson 2</b> Reducing professional use inventory costs	35:11		
	<b>Lesson 3</b> Reducing retail inventory costs	30:04		
	<b>Lesson 4</b> Reducing the employee costs	11:04		
	<b>Lesson 4.1</b> Reducing the employee costs for support staff	19:49		
	<b>Lesson 5</b> Reducing the employee costs for income producing staff	12:14		
	<b>Lesson 5.1</b> Reducing the employee costs for income producing staff	08:38		
	<b>Lesson 5.2</b> Reducing the employee costs for income producing staff	06:34		
	<b>Lesson 5.3</b> Reducing the employee costs for income producing staff	13:18		
	<b>Lesson 6</b> Reducing the employee costs for salon owners	20:03		
	<b>Lesson 7</b> Reducing the all remaining costs	15:19		
<b>Lesson 7.1</b> Reducing the all remaining costs	28:25			

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Module	Lesson	Length	Date Scheduled	Done <input checked="" type="checkbox"/>
<b>Module 6:</b> How Do I Set my Salon Budgets?	<b>Lesson 1</b> Understanding the cash flow forecast	18:10		
	<b>Lesson 2</b> The rolling 13 week cash flow	35:06		
	<b>Lesson 3</b> Creating your own rolling 13 week cash flow forecast	45:23		
<b>Module 7:</b> How do I Price my Salon Services?	<b>Lesson 1</b> What to consider when pricing your salon services	21:34		
	<b>Lesson 2</b> Understanding the service price per minute	12:29		
	<b>Lesson 3</b> Working out your service price per minute	29:52		
	<b>Lesson 4</b> Service price per minute - Price List	36:22		
	<b>Lesson 5</b> Overcoming the price list problems	09:53		
<b>Module 8:</b> How do I Pay my Salon Team	<b>Lesson 1</b> What are the 5 things your pay system needs to achieve?	14:02		
	<b>Lesson 2</b> The 5 pay structures and how they impact your salon culture	24:48		
	<b>Lesson 3</b> Team based pay	11:42		
	<b>Lesson 4</b> Commission based pay systems	21:50		
	<b>Lesson 5</b> Understanding the impact of the pay cycle	16:18		
	<b>Lesson 6</b> Level system performance and reward	26:48		
	<b>Lesson 7</b> Paying the salon owners	16:14		
	<b>Lesson 8</b> Paying the salon managers	17:48		
	<b>Lesson 9</b> Paying the support team	15:23		
<b>Module 9:</b> How do I Increase my Salon Income?	<b>Lesson 1</b> Is your business model rental or employee based?	16:01		
	<b>Lesson 2</b> What is your salon revenue model?	16:20		
	<b>Lesson 3</b> KPI's The drivers of productivity	09:00		
	<b>Lesson 4</b> My top 12 KPI's	24:56		
	<b>Lesson 5</b> Coaching for growth	11:04		
	<b>Lesson 6</b> One to ones	19:26		
	<b>Lesson 7</b> Setting financial goals for the salon	12:03		