



Tuesday, December 8
11 am PDT / 12 pm MDT
1 pm CDT / 2 pm EDT

Using Your Financials as Operational Tools

The SBCA Workshop Series provides a detailed look at restructuring your financial statements to provide more useful operating information, following the highly-attended Financial Analysis for Component Manufacturers presentation at BCMC in Milwaukee. Guest speaker, **Sharon Hoyd** with **Sharpen Business Analytics** will provide insight on how to analyze your income statement to separate variable from fixed costs and add useful metrics to assist with day to day pricing and operational decision making.

Workshop Schedule – This 1¼ hour workshop will be held on **Tuesday, December 8** at **11am PDT/12pm MDT/1pm CDT/2pm EDT**. Truss Technician Training (TTT) recertification credit, continuing education credit (CEU) and professional development hours (PDH) are available.

Workshop Cost – Component manufacturing companies that attended BCMC in Milwaukee, WI in 2015 can attend this session for FREE. SBCA component manufacturer members receive a discount and pay by location so multiple employees can participate at one cost. The member cost is \$30 per location; the nonmember cost is \$60 per person. For more information, visit: <http://sbcindustry.com/workshop>

Missed a Workshop? – Recordings of this workshop will be available online shortly after the presentation. The member cost is \$30 per person; the nonmember cost is \$60 per person.

[Thank you to our SBC Advertisers for Sponsoring the Workshops!](#)

This Workshop is sponsored by Simpson Strong-Tie Co.



YES, I/we will attend the Workshop on Tuesday, December 8.

(Invoices will be mailed after the event. Cancellations must be received by Monday, December 7)

Please list the names of everyone planning to attend – Thank you!

Your name(s): _____

Your company & email: _____

Please email your response to tkutz@qualtim.com by **Monday, December 7**
or Fax to **608/274-3329**. (If you have questions or would like to be removed from this list,
respond to the above fax number or contact Trish at 608/310-6768.)