



HRAI will be hosting two half day seminars led by industry expert Ron Coleman!

Date: Wednesday, January 4th, 2012

Morning Session: 8:30 a.m. to 12:00 p.m.

Afternoon Session: 1:00 p.m. to 4:30 p.m.

Location: HRAI Head Office (Mississauga, Ontario)

Cost \$95.00 + HST per person (including snacks and refreshments)

Limited to 20 individuals per session– do not delay in registering (first come, first served).

Winning in Tough Times is not about Optional Extras. It is about the fundamentals necessary to stay in control of your business by ensuring that you make the most of your resources.

Discover how to take control of the following elements of your business:

- Profit: Learn to manage and improve profit and understand trade-offs between pricing, product mix and volume.
-Work-in-progress: Obtain a better understanding of the principles behind under and over billing.
-Pricing sensitivity: Understand the principles, and learning how to develop strategies to double your profits.
-Breakeven sales: If you knew how much sales you have to do each month to cover your costs you would have a lot more control over your business and you could increase the accountability of your key people.
-Overhead: Learn the crucial difference between overhead and direct cost. Did you know that approximately 50% of your overhead is salaries?

And much much more!!

REGISTRATION FORM

Complete this form and return to: by fax to (905) 602-1197, by email to jfarner@hrai.ca, or by mail-Julia Farner, HRAI, 2800 Skymark Avenue, Building 1, Suite 201, Mississauga, Ontario, L4W 5A6

Please register me for the following Winning in Tough Times Session:

Form with checkboxes for Morning: 8:30a.m.-12:00p.m. and Afternoon: 1:00p.m.-4:30p.m.

Company Name: _____

Number of Participants: _____ Names: _____

Phone: _____ Fax: _____ E-mail: _____

Seminar Fee \$95.00 X _____: \$ _____

(HST-13%) Add HST: \$ _____

TOTAL: \$ _____

Method of Payment: VISA [] MasterCard [] Cheque [Payable to "HRAI"]

Credit Card Number _____ Expiry Date _____

Name on Credit Card _____ Signature: _____ Date _____

For more information contact Julia Farner toll free at 1-800-267-2231 ext. 249 or e-mail: jfarner@hrai.ca

No registration forms will be accepted after Tuesday January 3rd, 2012.