

Video Presentation
ISM / PMAC Satellite Seminar
Finance for the Supply Professional

Wednesday, January 24, 2007 * 8:00 a.m. to 12:00 Noon

Ridge Manor Party Center, 4630 Ridge Road, Brooklyn OH [Map](#)

Registration Deadline Friday, January 18th

Earn four hours of continuing education credit for attending this program.

Program Information

Understanding finances and the ability to use financial ratios and concepts have become critical to the success of each supply professional. The key to understanding, application and decision making lies in knowing what to look for and how to interpret and use what you find. This program will explore balance sheets, income statements, profit and loss, cost control, credit ratings, annual reports, financial ratios, spend analysis, cost reduction, and other topics related to finance. Join us as we remove the mystery to all of the numbers.

Program Outline

- Exploring the Documents, Terms and Terminologies
- Understanding Cost-based Principles
- Cost Management to Improve the Bottom-line
- Special Cost Factors and Impacts

Who should attend?

Supply management professionals who are interested in exploring the relationship between finance and procurement, learning how to use financial tools to sharpen their decision making skills, and enhancing their understanding of finance to effectively communicate cost management results to top management. **Bring a calculator!**

Main presenter:

Marilyn Gettinger, C.P.M., owner and manager, New Directions Consulting Group

Panelists:

George Cantrell, consultant, ADR North America, LLC

Linda Peyton, director, procurement technology, Blyth, Inc.

Jon Yarusso, CPA, director, supply chain, Motor Coach Industries

----- **Registration Form DVD Seminar January 24, 2007** -----

Purchasing Management Association of Cleveland
P.O. Box 361777
Cleveland, OH 44136-1777
Website: www.pmac.org - email: info@pmac.org

Deadline: Friday, January 18th
Register online, fax, or mail
Phone: 216.521.6276 * Fax: 216.255.6730
Space Limited

Cost: \$ 79 PMAC / ISM Members * \$ 99 Non Members

Name _____ E-mail _____

Company _____ Phone _____ Fax _____

Address _____ City, State, Zip _____

**Make check payable to: Purchasing Management Association of Cleveland
P.O. Box 361777, Cleveland OH 44136-1777**

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Cancellations / Refunds: Registrations cancelled 5 business days prior to the seminar date will be refunded.