

Business Advisory Conference 2007-Q1 Conference– LESS IS MORE

In today's complex world of wholesale distribution, it's harder than ever to stay focused on those issues that REALLY impact overall business success!



- ✓ **Inventory Management:** Your largest asset affected by so many different factors.
- ✓ **Process Management:** A Day's Work in a Day ... so critical to operational success!
- ✓ **Revenue Growth:** Maximizing sales force and customer-base management.
- ✓ **Technology Application:** Management Information Systems and supporting Infrastructure Solutions
- ✓ **Process Review and Management Consulting**
- ✓ **General Accounting and Financial Advisory Services**
- ✓ **Human Resource Consulting**
- ✓ **Business Acquisition or Sale**

As a professional services firm, **F.H. Black & Company** believes in sharing knowledge that will serve to motivate our clients to think about growing, expanding and improving their businesses.

Our first quarterly conference of 2007 will consist of seven executive level presentations that will provide intriguing insight on how you can yield **increased performance and profitability** with the resources you have with the minimum investment.

These presentations are focused on wholesale distributors and the issues they face. Our session in Winnipeg (Tuesday, March 6) will address:

- Inventory management:*** Do you know what Best-in-Class wholesale distributors do to win the inventory management game? Learn how to efficiently use inventory to your strategic advantage.
- Management reporting:*** Do rafts of paper reports really provide your business with the relevant information necessary to successfully manage? In fact, your current reporting solutions could be doing more harm than good! There are better ways to understand the key aspects of your business and this presentation will examine the use of new technology in answering these questions.
- Human resource challenges:*** The labour shortage isn't coming ... it's here. Where do you find solid employees to join your organization? The answer may surprise you.
- Management information systems:*** Package Software solutions. Without the appropriate consideration of business culture, business process and technological changes, your investment in world-class software CANNOT be optimized. Gain an understanding of the essential considerations behind successful system solutions.
- Information technology security:*** Many businesses don't realize that they may be suffering from hidden threats within their computer systems and network infrastructure affecting the availability, reliability and confidentiality of their business. What are you doing about them?
- Integrated Innovation:*** How many different software applications are in use within your organization? Have you considered the incredible economies of scale that are possible through having these "talk" to each other?
- Physical Security:*** If your idea of security is a burglar alarm system and possibly some CCTV cameras, it is time to think again. Let us introduce the true definition of security with OnGuard Total Security Management Solutions. Industry today requires a Total Security Knowledge Management Solution that enables customers to maximize their IT and infrastructure investments, increase productivity, and effectively manage people, property, and assets. This can be accomplished only through an Open and Seamless Security and Information Integration Architecture.

In "**Less is More**", our common theme is to address how businesses CAN effectively work within ever increasing budget constraints while still producing increased productivity and profitability.

To register for this exciting ½ day investment in the future success of your organization, please go to <http://distributors.fhblack.com>, or complete the registration information overleaf and fax it to **204.949.0497**.

How to Register:

You can register online at:

<http://distributors.fhblack.com>

Or by faxing this form to F.H. Black & Company at **204.949.0497**

Registration Form:



Name: _____

Company: _____

Phone: _____ Ext. _____

Email: _____

Attending: _____

Winnipeg - Tuesday, March 6, 2007 - Greenwood Inn