

Is this you?

- struggling to justify the cost of your training?
- managers asking about its actual business benefits?
- can't measure how it contributes to required broader outcomes?

My interactive 1-day **ROI** workshop will open your eyes to the extraordinary range of financial benefits your environmental, health and safety training delivers – it's proof-positive of its business value and the broader outcomes government tenders are now specifying.

What you'll get out of this workshop

In this workshop you get to do the sums on the costs and benefits of your training, and you can be confident that they'll well and truly justify your business case to get the budget you need to deliver it.

You'll apply globally-accepted methods used by professional trainers all around the world by:

- using information about your own incidents and near misses to work out the costs of not doing your training
- working with real case studies
- using my unique checklists to track the TRUE costs to your company of even small environmental incidents
- using FOUR FORMULAE to crunch the numbers on the financial benefits of your training, delivering vital business indicators that your accountants will love!

Your presentation at the IECA conference was fantastic! The content was really interesting and original, and makes perfect sense!! Sarah Blagrove, Sustainability Lead at Bouygues Construction, Australia

Why you need to attend

New Government Procurement Rules and the desire to Build Back Better from Covid-19 make it imperative for you to learn how to identify the broader outcomes of your work. You'll use globally accepted methods to measure these across all wellbeings; social, cultural, economic and environmental.

“ There's only one thing worse than training your staff and having them leave, and that's NOT training them and having them stay.

MOST OFTEN ATTRIBUTED TO HENRY FORD AND ZIG ZIGLAR

*Did you answer 'Yes'?
Then this 1-day workshop
is just what you need!*

→ Auckland, 11 November 2020 ←

Case studies unpacked in detail!

Find out how one civil construction company clocked up a \$150k loss from just one spill – and tot up the horrifying cumulative cost of smaller incidents.

At my last workshop, an attendee calculated that rejection of his health and safety advice cost an organization over \$400,000 in direct and indirect costs!


Count the dollar cost of reputational harm and how lenders, investors and insurers use such publicly available information to make decisions about your business.

And find out how another firm with 1000 staff saved \$4m in one year from better induction training, with an investment of only \$30,000. That's a payback period of less than 3 days!

Who will benefit from attending?

- environmental, health & safety and quality staff who deliver or commission training
- your bid-writing and accounting personnel
- procurement and risk managers
- senior managers with a strategic role in the business.

If you want to demonstrate value for money from your training, you really need to join me on 11 November!

 Click [here](#) to find out more and register! Be quick: seats are limited to optimise your learning!

Thought provoking, entertaining and practical. Mike Hannah, Managing Director, Stormwater 360

Really enjoyed the enthusiasm. Clare brings a unique style to her training – very effective. Transport hub manager



Clare Feeney, Founder
Environment and Sustainability
Strategic Training Institute

