



The Price is Right! Costing Your Services

Is this the right course for you?

Many organisations, particularly those providing adult social care, are affected by personal budgets and direct payments. There is also an increasing need for voluntary and community groups to diversify their income by selling goods and services.

This training is suitable for managers and staff responsible for income generation, marketing and/or finance.

What will the course cover?

This half day course will include:

- How to calculate direct and indirect costs for projects, activities and services
- The basics of full cost recovery and realistic pricing
- Case studies (including participants' own services)
- Templates and resources provided to put the principles into practice

Key learning outcomes:

Participants completing this course will be able to:

- Understand the principles and practice of costing services realistically
- Appreciate factors that need to be considered in determining costs and prices
- Appreciate costs that are often forgotten when calculating costs for existing and/or new activities and services
- Put into practice what they have learnt in considering at least two case studies.

Course Details:

Trainer: Robin Hodgkinson

Robin has vast experience of the voluntary sector over the last 20 years. Although not a trained accountant, he has been working on drawing up and monitoring budgets, developing financial procedures and using full cost recovery principles for many years.

Date(s): 21/03/2018

Time: 9.30 - 13.00

Venue:

Nigel Copping Community Building
Sanville Gardens
Stanstead Abbots
SG12 8GA

Cost:

£25 VCS - CVS members
£35 VCS - non members
£70 private/statutory

How to book:

Please email Abbie with your booking or call 0300 123 1034

Booking form is available on the HCF Training Courses Directory

www.hcftraining.org.uk