



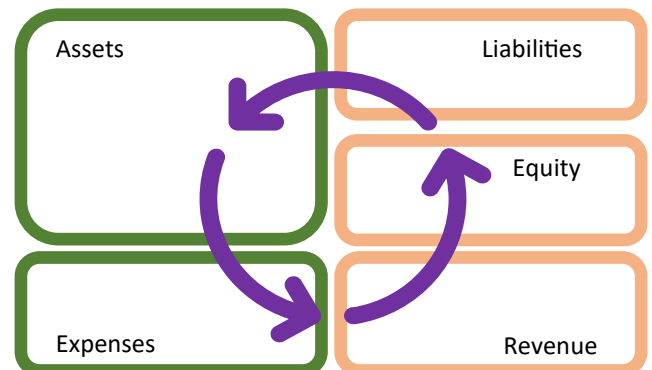
Colour Accounting for Attorneys

WHAT WE DO

Financial statements tell the story of your practice, or your clients' businesses. Colour Accounting is a unique and highly effective way for lawyers to understand that story, to build their business acumen through understanding the fundamentals of accounting, without taking long, boring accounting courses.

Using a simple visual framework, which enables lawyers to see clearly how financial information is organized on the Balance Sheet and Income Statement. This allows for highly effective learning because we focus on the underlying meaning of accounting terms, and explain them with simple, intuitive examples.

Once a lawyer knows the story, and how to interpret it – when the accounting fundamentals are truly understood – they can then focus on analysis skills. This allows lawyers to confidently explore and explain financial statements so that they can become true partners and guides for their business clients, with the confidence and skills to understand the story, and identify issues quickly.



BENEFITS FOR LAWYERS

Through highly interactive and practical discussion, lawyers will achieve breakthroughs in how they relate to financial information, including:

- Understanding the story - finally understanding the mechanics and language of accounting
- Seeing, and understanding, the fundamental structure of financial statements clearly
- Comfortably reading and analyzing key financial reports, using a variety of ratios and metrics to spot potential commercial issues
- Engaging confidently in financial conversations, asking powerful questions based on a robust understanding of financial concepts
- Understanding the relevance and uses of key profit measures, such as EBIT vs EBITDA
- Sharing the mindset of clients to gain credibility as a trusted and savvy legal business advisor
- Warding off ambiguity from the confusing language accountants and bookkeepers use, thereby reducing costly misunderstandings
- Distinguishing important issues from colloquial formatting and naming conventions

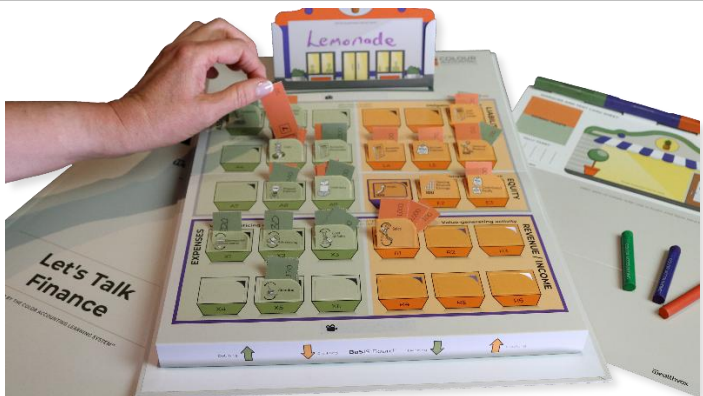
COURSE OFFERINGS / OVERVIEW

We have three distinct learning pathways, featuring your choice of self-guided online training, remote via Teams, or in person at your location.

1. **“Let’s Talk Finance” Full workshop** – 7 hours of content, including accounting practice with a unique “Pop-up Board” exercise. Refer to Appendix A for topics covered
2. **“Let’s Talk Finance Fundamentals” seminar** – 4 hours of key learning. This excludes the Pop-up Board exercise. Refer to Appendix A for topics covered
3. **“Let’s Talk Finance Online”** - Online self-guided training Refer to Appendix A for topics covered
 - a. Log in to a secure portal and experience the full hands-on learning experience at your pace
 - b. As needed access to a live facilitator – certified in our program and a 30+ year Chartered Professional Accountant (CPA CMA), available on an T&M basis

All of these sessions can be paced for your demanding business requirements – we can do it all at once, or break it up into smaller sessions. The same material will be covered, and the learning experience will be the same.

Once completed, lawyers may choose to continue learning with additional modules. These are our “Now Let’s Talk...” add-on modules

Let's Talk Finance – Full Workshop		
DELIVERY / TIMING	Workshop - In-person or live virtual. One 7 hour session, or 2 x 3.4 hour sessions	
Fundamentals	This session covers the accounting concepts lawyers need to have an overview of how accrual accounting works	3 hours
Hands on Practice - Pop-up Board	Using our patented “BaSIS Board” – a hands on pop-up tool, lawyers can be immersed in a business simulation to gain a comprehensive understanding of accrual accounting.	2 hours
Application	The story is complete , with a clear understanding of debits and credits, and their application. Focus is turned to analyzing and understanding the story told by Financial Statements, including EBIT and EBITDA	2 hours
MATERIALS	We provide the Colour Accounting “Let’s Talk Finance” workbook, the Pop-up Board, and coloured highlighters / crayons / pencils	
		
PRICING	\$815 CAD per person; 20% discount on total for 5 or more. Minimum 5 people for live session outside HRM	

Let's Talk Finance – Fundamentals Seminar		
DELIVERY / TIMING	Workshop - In-person or live virtual. One 4 hour session, or 2 x 2 hour sessions	
Fundamentals	This session covers the accounting concepts lawyers need to have an overview of how accrual accounting works	2 hours
Application	The story is complete , with a clear understanding of debits and credits, and their application. Focus is turned to analyzing and understanding the story told by Financial Statements, including EBIT and EBITDA	2 hours
MATERIALS	PDF materials for you to print out; provide your own highlighters / crayons / pencils	
PRICING	\$400 per person; minimum 5 people for live session outside HRM	

Now Let's Talk...Continuing Education Seminars		
DELIVERY / TIMING	In-person or live virtual. Timing as outlined below Online – Secure portal, delivered at your convenience	
Modules	Advanced Accounting Transactions	2 hours
	Accounting Practice Pop-Up Board *	2 hours
	Advanced Financial Analysis	2 hours
	Budgeting	2 hours
	Business Analysis	2 hours
	Business Ratios Masterclass	1 hour
Materials	PDF Materials to print out (* Except Pop-UP Board, provided)	
Pricing	\$1,250 CAD per hour, plus *\$125 per person Tailored content: \$500 per hour for content design	

Appendix A

Let's Talk Finance – Full Workshop Content

<p>Fundamentals 3 Hours</p> <p>(Included in Fundamentals as a 2 hour session)</p>	<p>This session covers the accounting concepts lawyers need to have an overview of how accrual accounting works:</p> <ul style="list-style-type: none"> • Learning Purpose: themes, perspective, and organizational systems • Uses of Funds: Assets and Asset recognition criteria • Sources of Funds: Liabilities and Equity • The Accounting Duality: why a balance sheet balances and the accounting equation • The Realm of the Lawyers: distinctions between Debt and Equity <p>Telling the FULL Story & Deducing the Income Statement and Accounting for Business Scenarios:</p> <ul style="list-style-type: none"> • Basic Transactions and Double-Entry Accounting on the Balance Sheet • Deducing the BaSIS Framework™: why we need Income and Expenses • The Income Statement and how it connects to the Balance Sheet • Introducing Accrual Accounting Transactions: Receivables (A/R) and Payables (A/P) • Exploring Accrual Accounting with Accrued Income (i.e. WIP), Expenses, and Provisions • How Profits can be impacted through accounting estimates • The Value Cycle of Business
<p>Accounting Pop-Up Board 2 Hours</p>	<p>This hands-on learning session reinforces the fundamentals with additional accounting transactions using our Pop-Up Board. This kinesthetic learning approach is based on a business simulation to give lawyers a comprehensive understanding of accrual accounting, including:</p> <ul style="list-style-type: none"> • debt repayments • asset and inventory purchases • cost of sales • depreciation • prepayments and deferrals, including retainers • sales ledger and purchase ledger
<p>Application 2 hours</p> <p>(Included in Fundamentals)</p>	<p>This session completes the accounting content by covering the following:</p> <ul style="list-style-type: none"> • Understanding Debits and Credits and the General Ledger • Understanding Margins versus Markups • Dedicated time to explore accounting questions raised by your lawyers <p>Then, we focus on Financial Analysis:</p> <ul style="list-style-type: none"> • Reformatting to a standard layout and highlighting financial statements • Telling the story of the business through the financial reports • Detailed Analysis of a Balance Sheet and Income Statement: <ul style="list-style-type: none"> ▪ know where to start and what questions to ask based on financial reports ▪ see where Key Ratios come from, and how to calculate and use them ▪ make sense of the business story within financial reports ▪ the Cash Flow Statement: how it relates to the Balance Sheet and the Income Statement • A brief examination of EBIT and EBITDA: what these metrics mean

Testimonials

"Where were you when I was doing my MBA? This is a game changer" – **Retail Sales Director, London**

"[Colour Accounting] has the advantage of showing how accounting works visually. We all tend to see problems and relationships more easily visually, so this approach takes advantage of how we learn most effectively. As such, I believe that it is of value to anyone who is interested in understanding how accounting works (from high school students to undergrads to MBAs to business executives)." –
Professor Paul Healey, Harvard Business School

"This is the first workplace course that's made a noticeable difference back at my desk." - **Financial analyst, Wall Street**

"Thank you, thank you, thank you. This was the best training I've received in my 17 years at the company." – **Insurance Manager, Tennessee**

"Thank you so much for inviting me to this course. I appreciated how interactive it was and I certainly learned a lot. I think this is a great program." – **Erin Robbins, HR Director**