

Unlock the Secrets of Bank Pricing

Reduce The Cost of Banking



**100%
REAL
SAVINGS**

1/2 day Money Saving Briefing

5th February 2010. 9 am to 12.30 pm. JW Marriott Hotel, Kuala Lumpur.

A good banking relationship is vital for the success of any business. As the finance professional, it is your responsibility to ensure that your company gets the banking services it needs and at minimal cost.

This workshop will take you step-by-step through how to review your banking relationship and see whether you are getting value for money.

We will cover all the major banking services - transactions, deposits, lines of credit, trade lines, merchant facilities, foreign currency services, cards, lease facilities, internet banking, wage and cheque payments to name some of the services.

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Detailed **Content**

Like any other business service, banking services come with varying prices and with varying standards. This workshop will show you how to measure the quality of service; understand what they are costing you and finally learn how to manage your bankers to reduce costs.

- Overview of a healthy banking relationship
- Types of banking services and how they are costed
- Understanding the inside story – how banking costs and prices are set
- Evaluating the services you are getting
- Setting practical banking service standards
- The banking service “hot buttons”
- Linkages with other financial services such as insurance and asset management
- Getting banks to quote competitively
- Real cases
- Quotation templates



Presenter
Navin Pasricha

Navin Pasricha is Chairman of Columbus Circle Governance. A chartered accountant by training he has been in senior management roles in banking in Malaysia, Australia and India – most recently as Chief Risk Officer for one of Malaysia’s largest banks. He is very familiar with the “inside story” of banking processes, costing, pricing and product development. Navin has also been the group financial controller of a major international airport and has a solid practical understanding of the needs of corporations in relation to banking services. During his 30 years experience he has taken the banking services of four major companies to tender, all of them with significant service and cost improvements. Navin will draw heavily from his practical experience during this workshop.

REGISTRATION FORM

Register Now. Contact the Columbus Marketing Team.

e mail: maureen@cct-global.com

Register on-line: www.cct-global.com

Tel: +603 2718 9688 **Fax:** +603 2718 9788

Address: 16th Floor, MenaraPark,
Jalan Yap Kwan Seng,
50450 Kuala Lumpur, Malaysia.

Fees : MYR450 ■ **Seminar: UNLOCK THE SECRETS OF BANK PRICING**
Reduce The Cost of Banking

5TH, February 2010, JW MARRIOT, KUALA LUMPUR, MALAYSIA

Group Bookings: 3 or more delegates : 10% discount. All options inclusive of course materials & refreshments.

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Pay by cheque in your own currency or in US\$ equivalent.

Payment Method: Payment must accompany registration and may be by cheque or bank draft.

Cheque: Made payable to **Columbus Circle Governance Sdn Bhd.**

Participants to be registered:

1. Name _____	Position _____
Email _____	Telephone _____
2. Name _____	Position _____
Email _____	Telephone _____
3. Name _____	Position _____
Email _____	Telephone _____

Name of Organisation _____

Address _____

Tel _____ Fax _____

Signature _____ Position: _____ Date ___/___/___ (This booking is invalid without a signature).

Confirmation Details: After receiving payment a receipt will be issued. If you do not receive a letter outlining joining details two weeks prior to the event, please contact us.

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Terms & Conditions

1. Fees are inclusive of programme materials and refreshments. 2. Payment Terms: Following completion and return of the registration form, full payment is required. PLEASE NOTE: payment must be received prior to the event date. A receipt will be issued on payment. Due to limited space, we advise early registration to avoid disappointment. A 10% cancellation fee will be charged under the terms outlined below. We reserve the right to refuse admission if payment is not received on time. Unless otherwise stated on the booking form, payment must be made in Ringgit Malaysia or US\$. 3. Cancellation/Substitution: Provided the total fee has been paid, substitutions at no extra charge up to 14 days before the event are allowed. Cancellations must be received in writing by mail or fax 14 days before the event date, in order to obtain a full credit for any future CCG conferences and workshops. Thereafter, the full conference fee is payable and is non refundable. Non-payment or non-attendance does not constitute cancellation. By signing this contract, the client agrees that in case of dispute or cancellation of this contract that CCG will not be able to mitigate its losses for any less than 10% of the total contract value. If, for any reason, CCG decides to cancel or postpone this workshop, CCG is not responsible for covering airfare, or other travel costs, nor any consequential loss, incurred by clients. The event fee will not be refunded, but can be credited to a future conference. Event programme content and venue is subject to change without notice. 4. Copyright: All intellectual property rights in all materials produced or distributed by CCG in connection with this event is expressly reserved and any unauthorized duplication, publication or distribution is strictly prohibited. 5. The organiser reserves the right to change any details or speakers of the event without prior notice. Organised by Columbus Circle Governance Sdn Bhd 730656X