

## London & South East Talking Shop

30 January 2020 | Wellington Arch, Aspley Way, London W1J 7JZ

### Programme

1015 **Coffee and informal networking**

1045 **Introduction to the Wellington Arch**

1115 **Business Review - Sharing Data/KPIs as per Checklist**

A look at benchmarking, current trends and what's affecting your business (eg vacancies, closures, exhibitions programme, season, best and worst sellers).

1215 **Lunch and informal networking**

1300 **Lycia Lobo, Retail Financial Benchmarking Workshop**

This interactive session will look at two attendees' site data (sent ahead of the workshop). We will review what the information tells us, and how implementing recommendations can make improvements to the financial performance of your organisation. Templates will be provided to help measure data and articulate the picture.

To enable focussed discussion relevant to your own site, please bring your KPIs, for a 12 month period if possible.

1415 **Looking Ahead**

- Agree dates of next meetings
- Agree venues
- Suggestions for future topics

1430 **Close**