

FINSIA



# THE ESSENTIALS OF PRIVATE EQUITY

MASTER THE ESSENTIALS OF PRIVATE EQUITY SO YOU CAN PROGRESS YOUR CAREER, OPTIMISE YOUR BUSINESS AND BUILD YOUR WEALTH.



# THE ESSENTIALS OF PRIVATE EQUITY

## COURSE OVERVIEW

Watch 22 content-rich videos that will guide you into the world of successful investing, career opportunities, and wealth creation in the Private Equity universe.

## WHO IS THIS FOR?

- Successful investment professionals or financial advisors seeking to upskill to enable them to seek confidently with their clients.
- Anyone that would love to work in Private Equity and wants to know 'how do I get in?'.
- An experienced executive who wants to be well rewarded by advising, or working directly within, Private Equity as an Executive or Non Executive Director.
- Successful business owners wanting to attract Private Equity at the best possible value now or in the future.
- An individual investor who wants to invest in Private Equity and know how to gain access to the best returns in the markets.

## LEARNING OBJECTIVES

- Describe what the ultimate goal of Private Equity is and how a Private Equity firm sets about achieving that goal, through a 4-stage process.
- Realise what is required to attract capital from professional investors, where that money comes from, and what returns those investors can expect.
- Understand how a Private Equity firm finds companies to invest in, what makes a company attractive to them, and how the investment or deal actually gets done.
- Distinguish myth from reality about how a modern Private Equity firm increases revenue and profit through growth, expansion, and strategic operational improvements.
- Understand how a Private Equity firm determines when their investment is ready to sell and the practical steps they take to sell that investment and return profits to their investors.

**Duration: 4 Hours | CPD points: 4**

This course is in partnership with **Mark Richardson**, founder of Wolseley Private Equity group. Mark is a seasoned professional with over 30 years of experience in the financial industry. Having worked in both management consulting and private equity, Mark brings a wealth of knowledge and expertise to the course.

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## PRICING

**Members | Non-members**  
**AU\$259.00**

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## WHAT'S INCLUDED IN THE ESSENTIALS OF PRIVATE EQUITY:

### MODULE 1: WHAT IS PRIVATE EQUITY AND WHAT DO THEY DO?

In this module, you will learn what the Ultimate Goal of Private Equity is and how a Private Equity firm sets about achieving that goal in a 4-stage process.

### MODULE 2: HOW DO PRIVATE EQUITY FIRMS RAISE THEIR FUNDS?

In this module, you will learn what is required to attract capital from professional investors, where that money comes from, and what returns those investors can expect.

### MODULE 3: HOW DOES PRIVATE EQUITY SELECT WHICH COMPANIES TO BUY?

In this module, you will learn how a Private Equity firm finds companies to invest in, what makes a company attractive to them, and how the deal actually gets done.

### MODULE 4: HOW DOES PRIVATE EQUITY CREATE VALUE IN THEIR COMPANIES?

In this module, you will learn how a modern Private Equity firm increases revenue and profit through growth, expansion, and strategic operational improvements.

### MODULE 5: WHEN, AND WHY DOES PRIVATE EQUITY SELL ITS COMPANIES?

In this module, you will learn how a Private Equity Firm determines when their investment is ready to sell and return profits to their investors



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**135+ YEARS**  
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