



“An intensive one-day masterclass focused on the business of Gaming. Understand the finance of running a Gaming floor, how to identify the competitive pressure points and the contributing factors that determine success”

10 CMAA POINTS FOR ATTENDANCE, +10 IF TRAVEL >100KM

GAMING GOLD is an all-day course focussed on the business of Gaming. Using the skillsets in Russell Corporate Advisory, our aim is to improve your level of knowledge and understanding. It is designed for those who know how to run a floor but are looking for that extra insight to limit waste and run a better operation.

Our presentation philosophy is simple – stay engaged, learn off each other and network. We employ 4 formats throughout the day.

PRESENTATION – overhead slides delivered in traditional PowerPoint	INTERACTIVE – completed and discussed among the table
VISUAL – photos in overhead slides of ideas and things to look for	GROUP INTERACTIVE – completed as a group and presented to the room as a team

Divided into 4 sessions, our goal is to provide you with up to date data relevant to all venue sizes and positions. We encourage questions and we encourage you to meet your peers from other venues. We are a diverse industry, and communal knowledge and discussion improves us all.

Time	Content Detail
Session 1 - 9:00am to 10:30am	NSW market in focus, key data and history, the gaming ledger, the keys to revenue, player insights
Session 2 - 10:45am to 12:00pm	Real cost of Reward programs, the entitlement market, ROI on promotions
Session 3 - 12:45pm to 2:15pm	The geography of competition, future technology, Capex planning, depreciation, comparative ratios
Session 4 – 2:30pm to 4:00pm	The history of Vegas, taxation, market observations and insights, the future of Clubs, assets.

We supply Morning and Afternoon tea, as well as Lunch. If you have any **dietary requirements**, please advise us. This is an initiative of your local CMA, we hope you can join us.

	Location: Moama RSL
	Address: Merool Rd, Moama NSW 2731
	Date: Thursday, September 12
	Time: 9am to 4pm
	RSVP: https://www.trybooking.com/508158