



USE YOUR TALENTS; DON'T BURY THEM!

This excellent snapshot was taken in London recently of a group of our students who are committed to studying for one of the highest qualifications in the Accountancy Profession, determined to realise their potential to the maximum and to acquire lifelong skills. Encouraged by the postgraduate team member standing with them, they are aiming to fulfil that exhortation – *'Just take up one subject, and become an authority on it,'* and *'The business you're in is the best business you can be in..... we need the best tax accountants we can get to get the best tax deductions that we can get.'* The call for the rest of us is never to waste our precious talents and valuable time, but to unearth and develop with certainty and definiteness every latent resource possessed. Atrophy is a needless and lamentable affliction. Everyone has been given some talents - find them and use them! If you wish to get started on an accountancy course send an email to geoff.holding@ubteam.com for the needed information.

NEVER TOO YOUNG, AND NO DEBTS!

An AAT student who passed all her exams and became a qualified accountant at the age of 22 was recently asked why she chose AAT at such a young age. She replied that she had to be realistic and, although she enjoyed textiles and other subjects, she felt she wouldn't benefit from the same career path as working as an accountant. She was comfortable working with numbers at school and, after doing a bit of research, she could see that AAT was a highly recognised qualification. She added that whatever business you work in it is good to have a basic understanding of the financials. When asked if she felt she had missed out by using distance learning rather than going to university she replied - 'Not at all. I've got a professional qualification at a young age **with no student debt!**'

SOME REVISION TECHNIQUES

The successful AAT student in the article above has kindly passed on a few revision tips:

- Study little and often.
- Start your study early - don't keep putting it off.
- Find a study partner to work things through with and to test each other - that really helps.
- Make your own revision cards and carry them on you to become familiar with the syllabus.
- Having a reward to look forward to gave me real focus when preparing for the exams.

WORDS FROM SWEDEN: DON'T BE PUT OFF!

"Of course it's hard, it's supposed to be hard.. Hard is what makes it great."

I think that summarises Postgraduate Studies in a perfect way. No one has ever said it's easy and it definitely isn't meant to be, because if it was you wouldn't gain from it. Nobody has ever regretted doing Postgraduate Studies. I've only heard people regretting that they haven't done it! So, start a course but, most importantly, finish it! Postgraduate Studies have 3 ingredients:

- Hard work
- More hard work
- Lifelong rewards

But don't be put off, it's not impossible! And.....it's actually great fun!

UNFURL YOUR SAILS FOR BETTER SCUDDING!

UBT are keen to recommend an advanced and highly effective world-class Sales and Sales Management Course for those who already work in a sales role and who wish to elevate, expand and intensify their success levels. This Course is not for novices, although Stream 1 (see below) is tailored more for those who are at the start of their sales career. The Course aims to boost sales and advance key personnel. It is delivered online by a world-class coach and consists of 3 Streams –

Stream 1 – Sales & Business Development (30 weeks)

Stream 2 – Sales Management (32 weeks)

Stream 3 – Telesales (12 weeks)

For more details and a Course overview send an email to charlton.latimer@ubteam.com or ring him on 0203 301 3732.

HEAR, HEED AND DO

It's essential to acquire the art of listening without interrupting. It's then essential to acquire the habit of putting what you have heard into practice. So let's consider this possible dialogue –

School leaver: Postgraduate studies!? I'm going to do the ABM Course in a couple of years' time.

PSC: Good! But what are you doing **now?** I hope you are getting the advised pre-requisite 2-3 years hands-on business experience before you start ABM.

School leaver: Yes. That's exactly what I'm doing.

PSC: Excellent! But what are you **studying** now? What are you doing **now** to prepare for ABM and beyond?

School leaver: Nothing yet, to be honest. ABM will bring it all together.

PSC: ABM will bring **what** all together?

School leaver: What I'm picking up at work as I go along.

PSC: Are you trying to convince yourself that postgraduate study is not really essential? I must point out to you that the 2 years after leaving school are **the** valuable years for postgraduate studies. There are many excellent courses that will help to discipline your learning and, more importantly, lead to a professional qualification that will set you up for the remainder of your life. Courses in Accountancy, Law, and Sales & Marketing are examples. The ABM Course is a first-class and essential management training course, but it is not intended as a total tertiary education. Pre-ABM study will ensure greater value and results. Besides this, we have the advantage of that prized global guidance – *'18-20: postgraduate studies.'* It must also be borne in mind that job-related courses are not regarded as a substitute for a structured and approved postgraduate programme of study.

LISTEN TO A STUDENT FROM GERMANY -

'I think postgraduate studies are excellent to go at and finish. Everybody will admit that it gives you a big challenge in life, especially as we are all busy anyway, but life without a challenge wouldn't be exciting. So postgraduate studies make life much more interesting. Have a go at it and be a finisher! Have the feeling of finishing something rather than wishing you had!'

'The whole purpose of education is to turn mirrors into windows. A window is an opportunity.'