Deferred Revenue vs. AR

Short but High Impact - Powerful Analytics

In order to be good at finance, one needs to be good at financial accounting. To be great at finance, one needs to be great at financial accounting. This short but high impact class on the difference between Deferred Revenue and AR is a perfect example of why Analysts, Lenders and really anyone in the financial world, needs to understand and be able to articulate financial accounting and GAAP.

It is the difference between saying "Yes" to an opportunity when we should say "No" and "No" when we should say "Yes". Seeing things that others cannot see. In a way, it is a bit like having x-ray vision in the financial world. Ever wonder why others can see things that you did not?

We need to properly protect the Bank Assets and avoid opportunity cost (not being able to identify good opportunities). As Analysts and Lenders, we are story tellers, telling the story of what is going on with a company. Another essential of being great at finance is once we understand, we then need to explain to others internally and externally, in order to convince others.

Are you or your Analysts and Lenders able to tell the story of the Financial Condition, Operating Performance and Cash Flow of clients and prospects?

This 40 - 45 minute class is packed with relevant, essential financial accounting all Commercial Analysts and Lenders should know specifically related to the difference between Deferred Revenue and AR. This class provides the understanding needed in order to make analytic adjustments to Leverage and Liquidity when it comes to Deferred Revenue.