

## Developing Business

### Wheel-world learning

Andrew Pye has a business to run. So when it comes to taking time for professional development, he needs programs that make the most of his time: those that are convenient, practical, and outcomes driven. Saint Mary's *Certificate in Financial Management* met those needs – and more.

“This program was exactly what I was looking for,” says Andrew, president of Andy's Tire Shop Ltd., in Truro. “The classes were spaced far enough apart that I had time to apply what we were taught in the previous classes; the pace was fast enough that you felt like you were getting something done, and the extra material available helped to cement and extend my knowledge.”



There's more, he adds. “The program was relevant to my job and my business.” In particular, says Andrew of the financial management certificate he took in 2012, was learning more about understanding and forecasting cash flow, particularly important in a seasonal business like the tire market.

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Of course, learning is about more than making sure the numbers add up. For Andrew, the expertise and energy of his instructor was significant. “She made the accounting class fun and interesting.”

Those are two ingredients, Andrew believes, that enriched his learning experience.

For Andrew, training and development is not an aside. It is, he says, “the most important element in my career.” Here's why. It has enabled him to assume a new role and bigger role in business with much greater success and ease.

“It is nearly impossible to make a bad investment in training and developing oneself,” says Andrew.

And it's good for business, he notes. “It's a great way to gain a competitive edge.”

That edge comes from enhancing the business itself – and those who work for the company.

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