

How It Works






- 2-Days Intensive Training
- 24 Workshops (90 mins each)
- 3 Tracks
- Choose Your Sessions

ModelOff New York GTC is a two-day intensive course for Emerging Finance and Business Leaders in the US. Designed to seriously challenging and inspiring the best and brightest analysts, associates, managers and senior managers (www.gtc.modeloff.com).



Provisional Agenda

DAY 1 – MORNING
MONDAY DECEMBER 4th, 2017 – NEW YORK, UNITED STATES

	TRACK 1 Financial Analysis Financial Modeling Investment Analysis	TRACK 2 Corporate Finance M&A and Investment Banking P&E and FinTech	TRACK 3 Excel & Data Visualisation Present by the Microsoft Excel Product Team
8:00am	<i>Check-In</i>		
8:45am	<i>Opening Address and GTC Overview</i>		
9:00am – 10:30am (90 minutes) Session 1	<p>Modeling Best Practices This session will introduce and explain PwC’s Top 10 Modeling Best Practices (purpose, application, approach) and the core principles forming this framework. Includes illustrative examples of both bad practice and best practice modeling.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Mark Dreissen (Director, PwC) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Establish a strong understanding of how to apply Top 10 Modeling Best Practices • Explain key spreadsheet modeling risks that are mitigated by applying best practices • Provide examples of the application of Top 10 Modeling Best Practices <p>Level: All</p> 	<p>Renewable Energy Financing Renewable energy is the technology of the future, learn about key financing considerations and economic drivers of wind, solar and hydroelectric projects.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Kin Tang (Financial Modeller, Lightsource Renewable Energy) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Overview of the economic model of a renewable energy project • Key drivers of IRR and return sensitivities • Project financing options and risk • Project level risks <p>Level</p> <ul style="list-style-type: none"> • Intermediate 	 <p>Whirlwind Tour of Modern Excel</p> <p>Excel has modernized every step in the data analysis journey using technology shared with Power BI: you can build powerful data import logic, and advanced data models using the exact same tools that you’ll use when you start building dashboards and reports in Power BI. Come learn about all the advancements in advanced analytic features like Power Query, Power Pivot, as well as core spreadsheet capabilities like multi-user collaboration, new functions, and new visuals.</p> <p>Brian Jones Microsoft</p>
10:30am – 11:00am	<i>Morning Break</i>		
11:00am – 12:30pm (90 minutes) Session 2	<p>Creative Excel Advanced and Interesting Techniques From a Career in Financial Modeling. Experimenting with solving problems helps us better solve business tasks by learning more about what Excel can do.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Dan Mayoh (Managing Director, Fintega; ModelOff Question Design Team)  <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Advanced Excel techniques and capabilities • Array formulas, Defined names, Dynamic Charts • Other Computational techniques <p>Level: Intermediate & Advanced</p>	<p>LBO Modeling and Analysis Introduction to private equity and how financial modelling is applied to assess investment opportunities. Learn how to quickly build a simple LBO model and avoid some of the common pitfalls.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Jacek Pytlak (Senior Associate, Bridgepoint) <p>Learning Outcome</p> <ul style="list-style-type: none"> • Setting up an LBO model • Capital structure • Debt modelling • Scenario analysis • Modelling incentive schemes <p>Level</p> <ul style="list-style-type: none"> • Beginner / Intermediate 	 <p>Data Modelling in Excel using Power Pivot</p> <p>Power Pivot was introduced in Excel 2010. It originally included the advanced data model and Excel 2013, added the ability to build relationships and calculated columns, KPIs, hierarchies, and more. The data model is now included in the native Excel app in our enterprise Office SKUs. The lab will walk through viewing the Power Pivot data model, setting up relationships, creating a date dimension and doing a set of calculations</p> <p>Tim Heng SumProduct</p>
12:30pm – 1:30pm	<i>Lunch</i>		

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DAY 1 – AFTERNOON
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	TRACK 1 Financial Analysis Financial Modeling Investment Analysis	TRACK 2 Corporate Finance M&A and Investment Banking P&E and FinTech	TRACK 3 Excel & Data Visualisation Present by the Microsoft Excel Product Team
1:30pm – 3:00pm (90 minutes) Session 3	<p>Model Like a Champion Learn from back-to-back Financial Modeling World Champion Joseph Lau as he demonstrates his approach to three of the past ModelOff questions. Learn how Joseph is able to build Financial Models with a level of speed and accuracy that makes him a World Champion.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Joseph Lau (Director, Project Finance Modeling, CBA) – 2015 & 2016 Financial Modeling World Champion <p>Joseph will work through the following ModelOff questions. These are available at modeloff.com/questions</p> <ul style="list-style-type: none"> • Precise Debt Modeling • Roll the Dice • Maximize the Benefit <p>Level: All</p> 	<p>Overview of Commercial Mortgage Backed Securities This session looks at how to model a waterfall for securitized loans, interest shortfalls, advances, recoveries, principal forgiveness and many other elements of CMBS modeling.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Shari Linnick (Vice President, Client Services, Trepp) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Identifying cash flow waterfall structures • Standardizing loan level nuances in terms of amortization schedules and P&I cash flows • Understanding the impact of write downs and pre-payments <p>Level</p> <ul style="list-style-type: none"> • Intermediate 	 <p>Building Interactive Spreadsheets for Decision Makers</p> <p>Charts, dashboards & visualisations are critical tools for every financial and business professional.</p> <p>Jordan Goldmeier Cambia Factor Author of “Advanced Excel Essentials” & Microsoft MVP</p>
3:00pm – 3:30pm	Afternoon Break		
3:30pm – 5:00pm (90 minutes) Session 4	<p>Modeling and Data Visualization Build a simple Financial model, and explore ways to make the data understandable, digestible, and interactive for end users, with a focus on data visualization. Build your own solution in the session, or just watch on.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Diarmuid Early (Deutsche Bank, 2014 Financial Modeling World Champion) <p>Learning Outcome</p> <ul style="list-style-type: none"> • Refresher on basic modeling techniques • Best practices for presenting and visualizing data in Excel • Building easy-to-use interactive spreadsheets <p>Level: Intermediate</p> 	<p>LBO and Private Equity Analysis Using a Model to Analyse Private Equity Transactions.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Alastair Matchett (Managing Director, Financial Edge Training) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • LBO Definition • Internal Rate of Return (IRR) and Value Analysis • LBO Analysis Models <ul style="list-style-type: none"> - Assumptions - Sources and uses of funds - Operating forecasts and cash sweeps - Model outputs - Levered valuation <p>Level</p> <ul style="list-style-type: none"> • Intermediate 	  <p>Private Session for 2017 ModelOff Finalists</p> <p>Joseph McDaid Microsoft</p>
5:15pm – 6:30pm	2017 Financial Modeling World Championship Live Finals & Networking Drinks 		

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Provisional Agenda

DAY 2 – MORNING
TUESDAY DECEMBER 5th, 2017 – NEW YORK, UNITED STATES

	TRACK 1 Financial Analysis Financial Modeling Investment Analysis	TRACK 2 Corporate Finance M&A and Investment Banking P&E and FinTech	TRACK 3 Excel & Data Visualisation Present by the Microsoft Excel Product Team
8:30am	<i>Check-In</i>		
9:00am – 10:30am (90 minutes) Session 5	<p>Creative Financial Modeling and Dashboard Techniques Explanation of Visual Basic Concepts in the context of a Loan Portfolio Securitization. Overview of Business Intelligence tools to enhance interactive Excel dashboards, engage viewers and intuitively communicate ideas.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Adrienne Wheeler Ed.D (Assistant Adjunct Professor, Baruch College) <p>Learning Outcome</p> <ul style="list-style-type: none"> • Understand how to set up a Financial Model using Visual Basic • Learn about helpful Excel add-ins including PowerView and PowerMap <p>Level: Beginner / Intermediate </p>	<p>Financial Modeling Techniques for Corporate Budgeting</p> <p>This session will demonstrate the best practices that are used for corporate budgeting and budget performance analysis in MS Excel.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Andrew Grigolyunovich (Founder & CEO, AG Capital)  <p>Learning Outcome</p> <ul style="list-style-type: none"> • Structuring a budget planning model • Scenario analysis with budget models • Financial modeling for cost optimization • Creating an automated budget performance analysis <p>Level: Beginner & Intermediate</p>	<div style="background-color: #2E8B57; color: white; padding: 10px; text-align: center;">  </div> <p style="color: yellow; text-align: center;">Tips & Tricks for Working with Data in Microsoft Excel</p> <p style="text-align: center;">Learn formulas, functions, shortcuts, charting and tips you can use to master Excel.</p> <p style="text-align: center;">Tim Heng SumProduct</p>
10:30am – 11:00am	<i>Morning Break</i>		
11:00am – 12:30pm (90 minutes) Session 6	<p>Formula Gymnastics This session covers sophisticated use of excel functions including examples of when and how to combine various excel functions to aid efficient and robust financial modeling.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Abay Zhunusov (Manager, PwC) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Understand how to use INDEX, SUMPRODUCT, SUMIF, COUNTIF, SMALL, LARGE, RANK, TEXT, MIN, MOD, boolean logic and more. • Learn key “formula tricks” in Excel that are useful for all types of modeling and data analysis. • Learn the most efficient and effective way to use different Excel functions to increase efficiency and model robustness <p>Level:</p> <ul style="list-style-type: none"> • Beginner • Intermediate <p style="text-align: right;"></p>	<p>Capital, Structuring and Market Trends This session looks at the different types of capital available and structuring techniques that companies and deal makers employ to achieve rapid growth. We’ll also explore some recent market trends in the asset management industry.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Stephan Connelly (Investment Team Vice President, Star Mountain Capital) <p>Learning Outcome</p> <ul style="list-style-type: none"> • Understand the applicability of different types of capital for different situations • Understand how different types of structuring techniques are used within the asset management industry <p>Level:</p> <ul style="list-style-type: none"> • Beginner • Intermediate <p style="text-align: right;"></p>	<div style="background-color: #2E8B57; color: white; padding: 10px; text-align: center;">  </div> <p style="color: yellow; text-align: center;">Calculation Masterclass</p> <p style="text-align: center;">Excel does a great job at masking calculation complexity but occasionally you might encounter a formula that doesn’t behave as you expect. We’ll use this session to explore some advanced calculation related topics that will improve your understanding of how Excel resolves formulas.</p> <p style="text-align: center;">Joe McDaid Microsoft</p>
12:30pm – 1:30pm	<i>Lunch</i>		

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1:30pm – 3:00pm (90 minutes) Session 7	<p>Income, Value, and Discounted Cash Flow: A Real Estate Valuation Overview</p> <p>How would you value an office building? A shopping center? If it's income-generating, it's by its cash flow. How as a Excel modeller would you approach this valuation issue?</p> <p>Presenter</p> <ul style="list-style-type: none"> • Cate Agnew (Executive Director, Head of Real Estate Valuation, Natixis) <p>Learning Outcome</p> <ul style="list-style-type: none"> • Identifying sources of cash flow • Projecting cash flows • Discounting the cash flow • Understanding the relationship between rates, ratios, and reasonableness <p>Level:</p> <ul style="list-style-type: none"> • Beginner • Intermediate 	<p>Publishing Business Reporting and Dashboards Online</p> <p>This session looks at how to streamline the process of publishing your existing Excel data in dashboards and reporting solutions in efficient, reproducible, manageable and secure ways.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Dick Moffat (President and Lead Developer, Personal Logic Associates) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Understand the capability of publishing your Excel reports to Power BI • Make real time online updates quick and easy. <p>Level</p> <ul style="list-style-type: none"> • Intermediate 	 <p>Work together more efficiently with Excel, Power BI and Office 365</p> <p>Learn tips and tricks to effectively aggregate information, conduct analysis and share insights when working across teams. Understand the relationship between Power BI and Excel and how things are even better when you use them together.</p> <p>Mark Traverso Microsoft</p>
3:00pm – 3:30pm	Afternoon Break		
3:30pm – 5:00pm (90 minutes) Session 8	<p>Cross-Border M&A and the Future of Finance</p> <p>Case-study-focused master class on cross-border transactions' secrets to success. Julio is one of USA's leaders in Latin America M&A and Private Equity. Rave reviews last year.</p>  <p>Presenter</p> <ul style="list-style-type: none"> • Julio Marquez (Managing Partner at New York Bay Capital; Managing Director at Young America Capital) <p>Learning Outcomes</p> <ul style="list-style-type: none"> • Relative importance of mastering financial modeling techniques vs softer cultural issues in closing transactions • Domesticating the Blockchain Cryptocurrency Dragon so it can get you job offers <p>Level</p> <ul style="list-style-type: none"> • Intermediate 	<p>Investment Analysis with Technology</p> <p>Investment Analysis is changing rapidly: How to get data-driven investment ideas and utilise web data.</p> <p>Presenter</p> <ul style="list-style-type: none"> • Katya Chupryna (Chief Strategy Officer, Thinknum) <p>Learning Outcome</p> <ul style="list-style-type: none"> • Learn tools and techniques for evaluating sources of investment data • Evolution of new online datasets available to Finance professionals • Cutting-edge approaches for Hedge Funds, Investment Banks, Corporations to share financial insights <p>Level</p> <ul style="list-style-type: none"> • Beginner • Intermediate 	 <p>Excel Modeling and Analysis Mistakes to Avoid</p> <p>Othniel Denis Excellent Ones Consulting LLC</p>