

Understanding Cash Management and Profit Improvement  
Washington Small Business Fair Sept 24, 2016

## Requirements of Healthy Cash Flow

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## **4 Ways to Grow Your Business**

1. Increase the \_\_\_\_\_ of customers of the \_\_\_\_\_ you want
2. Increase the number of \_\_\_\_\_ customers \_\_\_\_\_
3. Increase the \_\_\_\_\_ of each sale
4. Increase the \_\_\_\_\_ of each process

## **Forecasting and Planning Your Cash Flow**

Step 1 – Sales Forecasting

Step 2 – Direct Cost of Products & Services

Step 3 – Expense Forecasting

Step 4 – Review Profit

Step 5 – Plan Your Cash Flow

Want to get your cash flow plan done?

[Audrey@resilientbusinessolutions.com](mailto:Audrey@resilientbusinessolutions.com) 206-579-1063  
Helping smart business owners keep more of what they make!



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Ask about our Positioned 4 Profit Intensive on November 10, 2016!