

Operational CFO Services

Your company can benefit from the services of a skilled, experienced Chief Financial Officer (CFO) in ways that you may not be considering.

Clients often approach me because they are:

- Confused about why cash is tight even though the company is growing profitably
- Frustrated that their monthly financial reports are provided weeks after the prior month-end
- Angry that their financial statements often contain errors that no one identified and corrected
- Wondering why they cannot use their Line of Credit to buy a new company truck
- Embarrassed that they and their management team do not know how to read their internal financial statements and common business metrics to help them better manage the business
- Anxious to improve their banking and lender relationships
- Concerned that their accounting staff is not competent but do not know how to evaluate it
- Contemplating the sale of their company in the near future and want to maximize its value

Maybe you are still not sure about what benefits I can provide you. Here are some specific examples.

Some examples of business improvements I provide clients:

- Budget models and cash forecasts constructed to help guide the business into the future
- Improved financial reporting packages specifically designed for different users:
 - a) Internal management purposes
 - b) the bank or other third party financing sources
 - c) company directors (or for investor groups)
- Improved processes for month-end closing of books and for reporting financial results accurately and on a timely basis
- Better compliance with bank loan covenants or building a new banking relationship altogether
- A detailed description of the process for selling a business successfully and at maximum value
- Key company decision makers taught how to read and *really* understand financial statements
- Accounting staff performance evaluated and followed by additional training or replacement as needed
- Guidance and input relating to strategic planning
- Better internal controls and business processes designed and installed
- Balance sheet analyses undertaken to identify inefficient assets that could free up cash

Finally - No contract... No long term commitment... No surprises... That is my model for providing Operational CFO Services on an as-needed basis to clients who are usually privately-held businesses with annual revenues between \$3 million and \$50 million.

*Contact me today for a complimentary and confidential consultation about how my **Operational CFO Services** can benefit you and your company. You might be surprised at all the business improvements I can provide you and your company!*