

A woman with dark hair, wearing a white hard hat and tan overalls over a dark blue t-shirt, is lifting a large, golden dumbbell. She has a determined expression on her face. The background is dark and out of focus.

SECURING YOUR PROFIT MARGIN
&
BUILDING A STRONGER BUSINESS



**Book a 15 min
Scale Session Call**

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amazon
BEST SELLER**

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- ▶ Built multiple 7 figure companies
- ▶ Amazon #1 bestseller
- ▶ Award winning coach
- ▶ 100no. 5* reviews
- ▶ Help businesses scale to £5m+



Profitability Vs Cash Flow

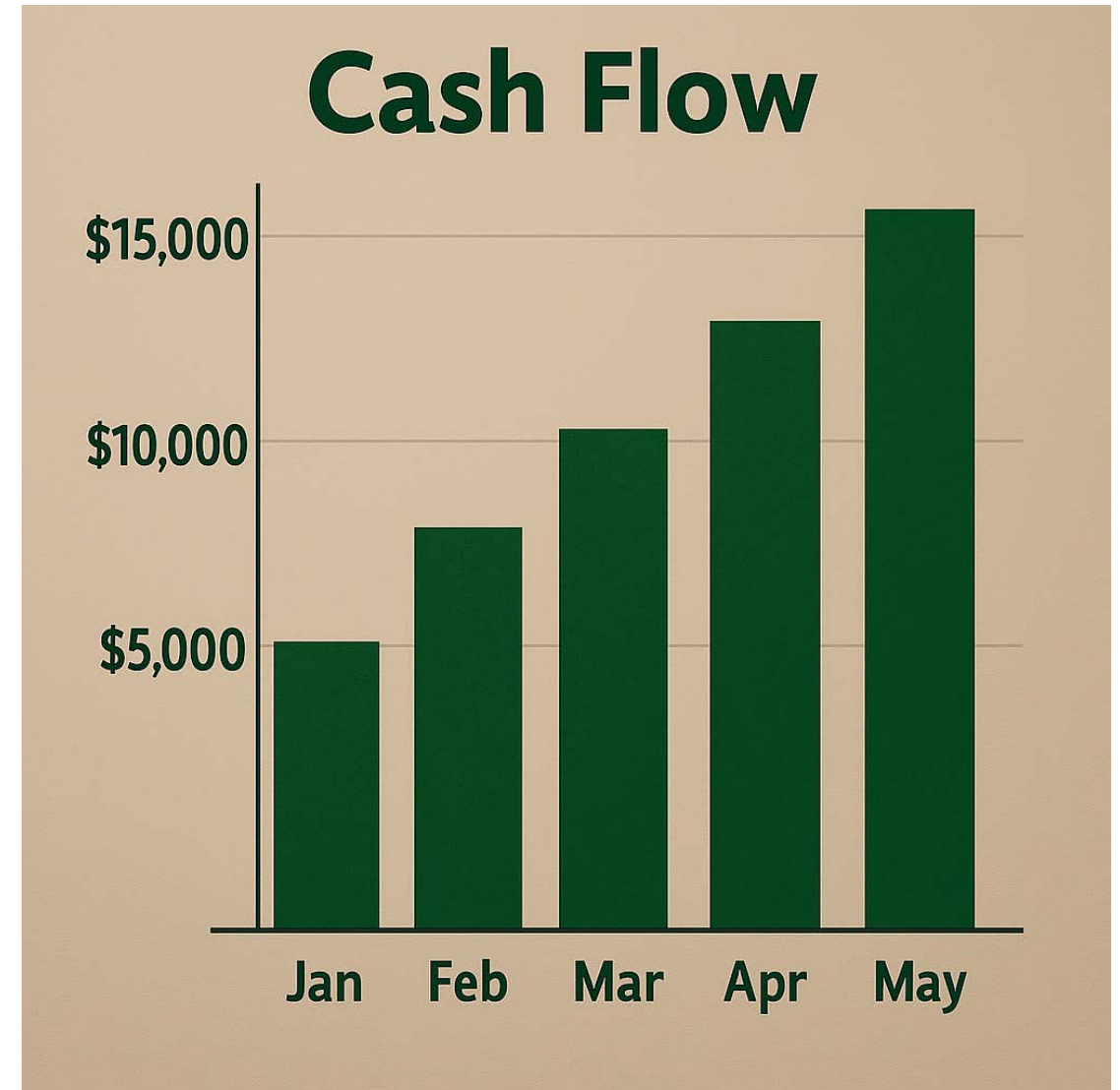


- ❑ Remember: Cash flow problems often mask deeper shortfalls.

You can't fix cash flow until you confirm you're actually making enough profit

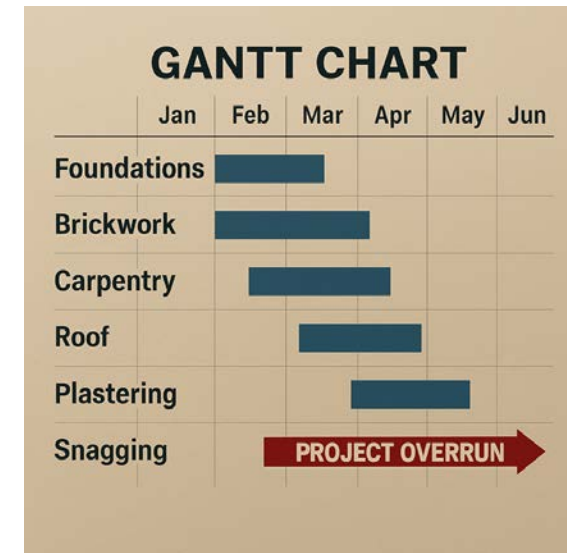
- ❑ Robbing Peter to pay Paul

Why cash flow should
NEVER be an issue



Avoid the Profit & Cashflow Trap

- ❑ Not Adding Your Prelims And Overheads
- ❑ Ignoring Extensions of Time
- ❑ Subcontractor Misalignment



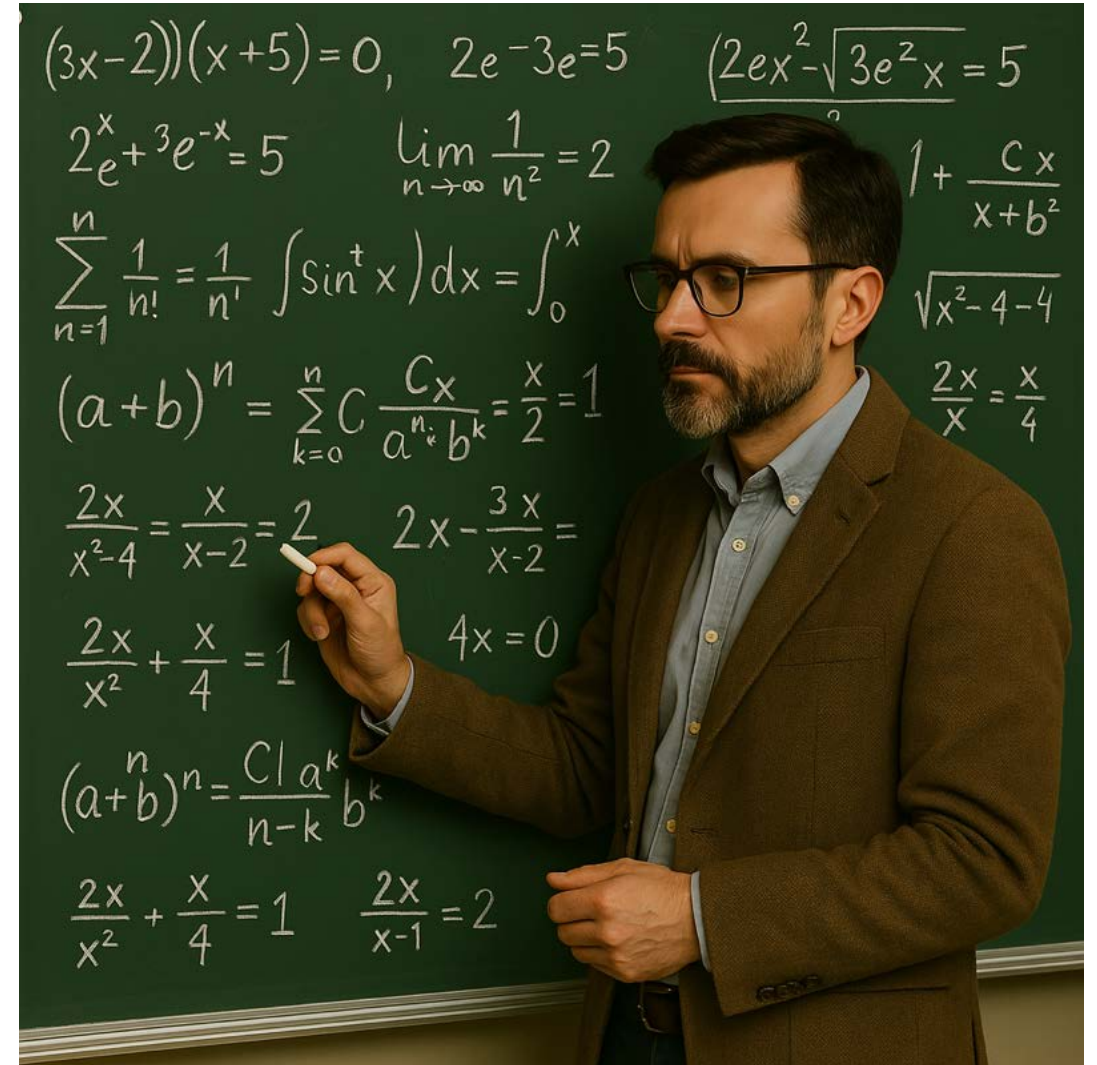
Stay Ahead of The Game

- ❑ Advance payments / deposits
- ❑ Stage billing Vs Valuations
- ❑ Proactive project tracking



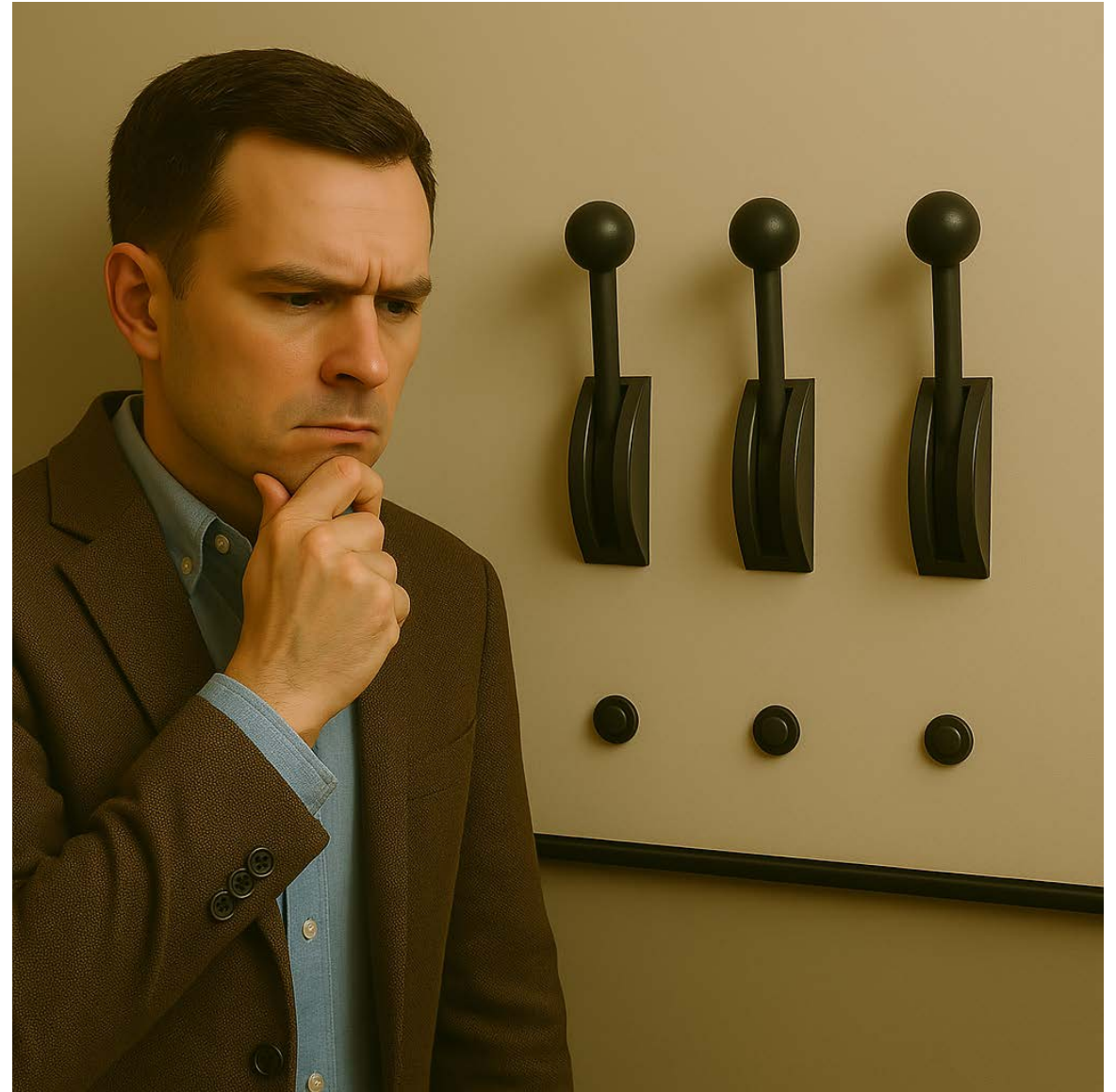
❑ Master Your Valuations

❑ Omissions and Additions



Cash Flow Options:

- ☐ Invoice factoring
- ☐ Asset leasing
- ☐ Client terms / contracts
- ☐ Supplier terms



❑ Simple forecasting spreadsheets

❑ 3x months ahead

CASH FLOW FORECAST											
	January	February	April	May	July	Augue	August	Septmbor	December		
CASH IFLOWS											
Sales	4,000	45,000	55,000	55,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Rent	2,000	50,000	40,000	45,000	40,000	50,000	50,000	50,000	50,000	50,000	50,000
Equipment	2,000	20,000	25,000	25,000	25,000	25,000	40,000	40,000	40,000	40,000	50,000
Utilities		30,000	25,000	30,000	30,000	40,000	40,000	40,000	80,000	80,000	50,000
NET CASH FLOW		4,000	24,000	24,000	14,000	24,000	24,000	24,000	24,000	-14,000	3,000
Materials		10,000	45,000	56,000	85,000	85,000	85,000	85,000	85,000	85,000	63,000
Wages		20,000	25,000	53,000	63,000	95,000	95,000	85,000	69,000	93,000	93,000
Utilitles		25,000	35,000	44,000	68,000	56,000	56,000	69,000	69,000	69,000	14,000
OPENING BALANCE		10,000	41,000	58,000	6,000	-1,000	-1,000	-1,000	-1,000	-12,000	14,000
CLOSING BALNCE		14,000	48,000	85,000	98,000	-21,000	-21,000	-21,000	-21,000	-21,000	14,000
CLOSING BALANCE		14,000	86,000	96,000	96,000	-21,000	-21,000	-21,000	-21,000	-21,000	14,000

Key Ideas



- ☐ Profit First
- ☐ Valuation Billing
- ☐ Advanced Payments
- ☐ Track Numbers