

STOP THE CASH FLOW CHAOS:

3 Steps to a Profitable Business That Pays You



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Profitable Home Services Podcast





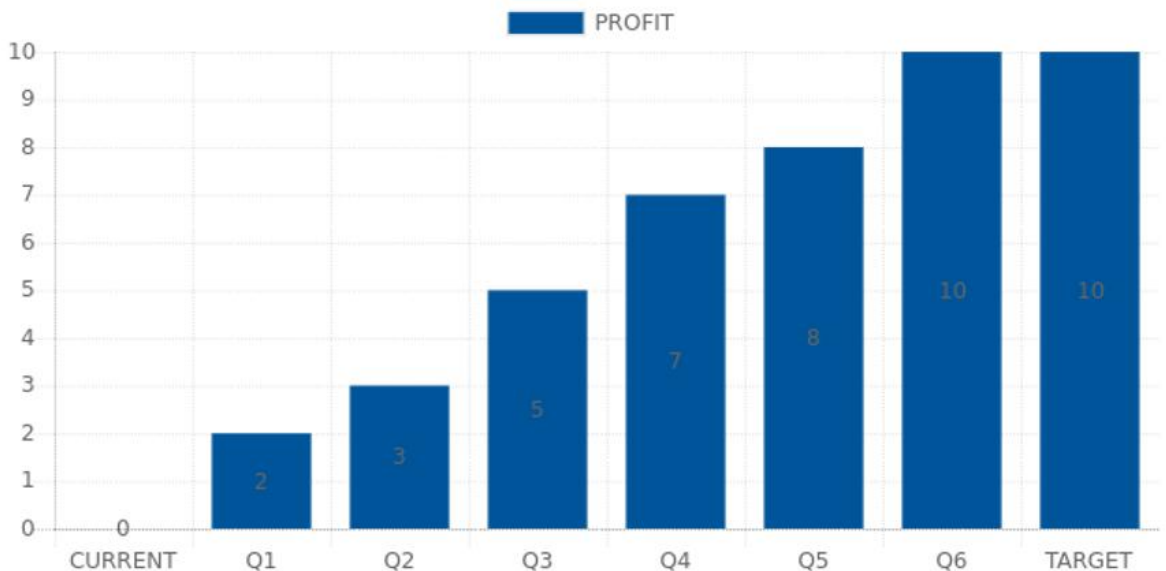
Step 1

Identify what you want...

What do you want? Is it \$50,000/month in profit? What about \$150,000/year in profit? How about paying off the debt in your business so you can free up some cash flow and breathe again? How about knowing you can always pay your team and your job vendors?

Maybe it is to be able to go home timely each night and spend time with your family? Or to exit the business in 5 years? How about the idea of purchasing a rental property?

We all have dreams and goals. Now is the time to put together a plan to accomplish them.



□ Step 2

Understand where your numbers are

I get it - money can be scary and for many of us, math can be scary, too. When you put it all together to create Money Math - that can be downright frightening and embarrassing.

A home service business that doesn't understand their numbers is making decisions based on partial information (or just a guess). This is a recipe for disaster over time. You must understand your numbers so you can run a successful, highly profitable business.

	Actual \$	Actual %
Total Rev	\$1,532,080	
Mats & Subs	\$ 612,832	
Real Rev	\$ 919,248	100%
Profit	\$ 65,321	7%
Owner's Pay	\$ 69,900	8%
Tax	\$ 0	0%
OpEx	\$ 784,027	85%



Step 3

Understand where your profits are today

To have a more profitable business, it is important that you understand where your numbers are today. Are you profitable? Are you just breaking even?

It may be very helpful to know how your company measures up in the following areas: COGS %, Gross Profit %, Net Profit %, Sales/Employee, Number of Days Cash on Hand, This Year's (Month's) Sales Compared to Last Year (Month), etc.

When you know and understand your numbers, then you can work a plan to make them better over time. No more guessing!

COGS %	37.63%	119.05%	46.00%	62.78%
Gross Profit %	62.37%	-19.05%	54.00%	37.22%
Overhead %	66.93%	74.74%	40.65%	50.54%
Net Profit %	-4.56%	-93.79%	13.35%	-13.32%



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Adept Business Solutions/Profit Coach 4 You
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