Money

Main Takeaways

- 1. Get your arms around your finances
- 2. Look at a financial report every two weeks
- 3. Commit to increasing revenues

Homework

- Explore ways to make more
- Productize your services
- Cultivate a money mindset
- Track KPIs

Exercise | Make More Money

Which of the three tactics you can use to make more money are you going to focus on this month? Check the box below.

Increase prices

Lower your cost of delivering products or services

Niche down

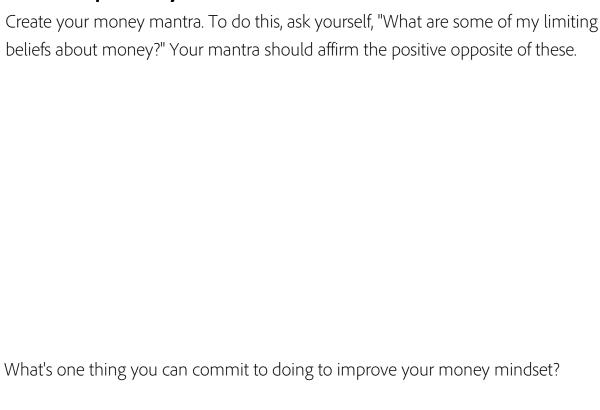
Brainstorm 2-3 ways you are going to tackle this

Exercise | Productizing Your Services

What are your top three most popular services? What could you do to turn one of them into a product? What would you name the product?

If you get stuck, bring your questions to Business Breakthrough

Exercise | Money Mindset



Note: bring your questions to Business Breakthrough or book a session with a Mentor

Business Tool | Bi-Weekly Reporting

We recommend meeting with your accountant or bookkeeper to review this document two times per month.

<u>Click here to access a Sample Financial Report as a Google Sheet</u> (you will be prompted to make a copy)

Sample Financial Report							
Great Company							
Net Cash Forecast							
1/2/23-1/16/23							
Cash at beginning of period	\$25,000	From ban	k balance	after recon	ciliation		
New Payables (you owe)	-\$4,128						
New Receivables (you are owed)	\$8,000	\$8,000 2 New Clients @ \$4,000					
Other Cash out	-\$3,000	web designer					
Other Cash in	\$5,000	Payment coming in this week					
Net Cash for period	\$45,128						

Looking for the Projections Calculator? Return to the link in your Strategy Workbook.

Exercise | Tracking KPIs

What KPIs are you tracking? Pick three	KPIs that are drivers in your business.
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1.			
2.			
3.			

What changes can you make in your business to increase your margins? Brainstorm ideas here.

Need help with calculating your margins? Set up a call with one of our financial mentors.

Money Takeaways

Notes