

Time remaining until
next presentation:

:15



Set...

NEXT PRESENTATION:

#4 - The Six Scoreboards
Ken Kaufman, CFOwise

Why Do We Love Sports?





**DID YOU WIN OR
LOSE TODAY?**



The **6** Scoreboards Every Business Needs to Have **IMPACT**

Six Elements of IMPACT



I = INSIGHTFUL



M = MEANINGFUL

P = PRECISE



A = ACCESSIBLE



Six Elements of IMPACT

C = COMPARATIVE



T = TIMELY



**IMPACT
INDICATORS™**



**IMPACT
FORECASTER™**

1. Monthly IMPACT Indicators™


2. Weekly IMPACT Indicators™

3. Daily IMPACT Indicators™

4. Quarterly IMPACT Forecaster™

5. Annual IMPACT Forecaster™

6. 5-Year IMPACT Forecaster™



Monthly IMPACT Indicators™

CFOwise®

XYZ, INC

Your Indicators Are A Strategic Competitive Advantage That IMPACT Your Business

I – Insightful: Foster strategic and tactical thoughts to solve problems and improve your business
M – Meaningful: Focus on pivotal performance drivers
P – Precise: If your information is accurate, you will trust it to help you make good decisions
A – Accessible: The right information in the right hands at the right time in the right format
C – Comparative: Benchmark performance against yourself, your competitors, your industry and others
T – Timely: Timely information equals timely decisions

Month: September 2010

Reports Included:

Balance Sheet Comparison
Monthly Subscription Revenue
Profit & Loss YTD Comparison
Revenue, Gross Profit, Overhead, and Net Income Trends
Profit & Loss
Profit & Loss Budget v. Actual
Statement of Cash Flows

Observations & Recommendations:

Gross margins have dropped
Overhead spending has leveled
Generally sales are trending up
Fuel costs are not dropping as fast as expected
Wages will increase with the recent hires
Improve liquidity by improving collections
Inventory turnover has improved, which has helped cash flow

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1. Monthly IMPACT Indicators™

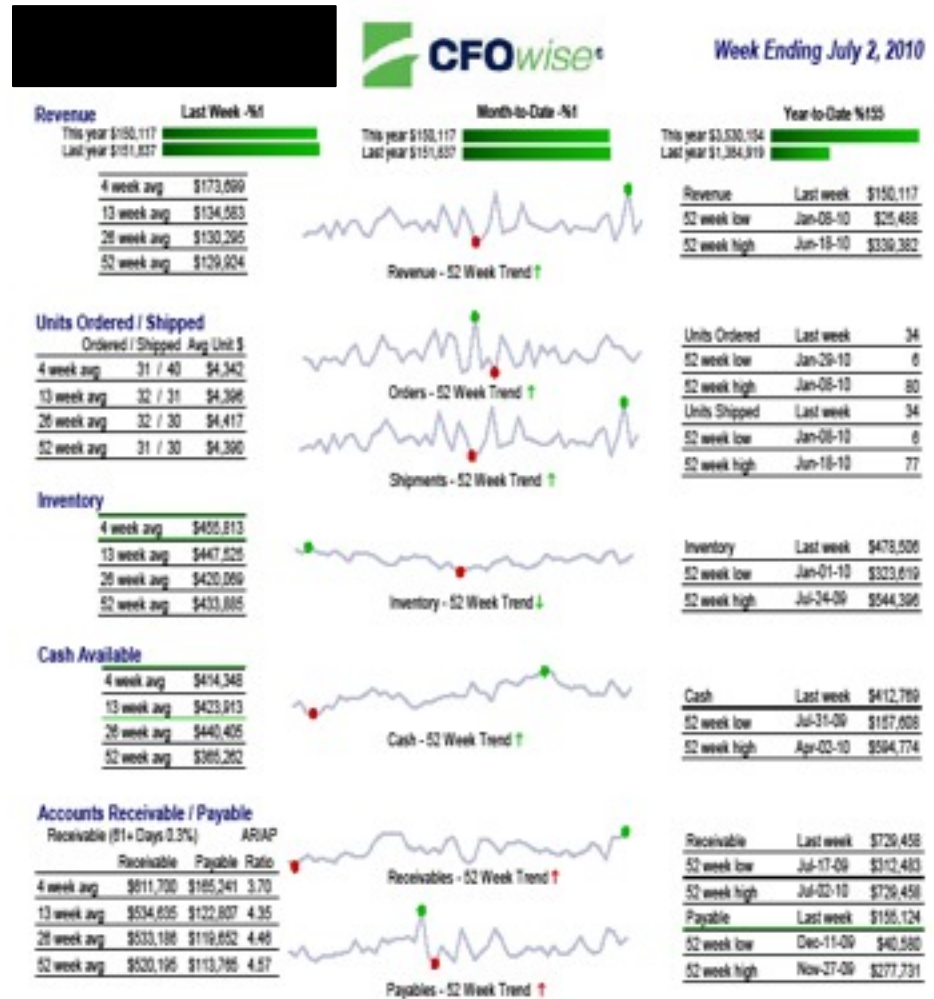
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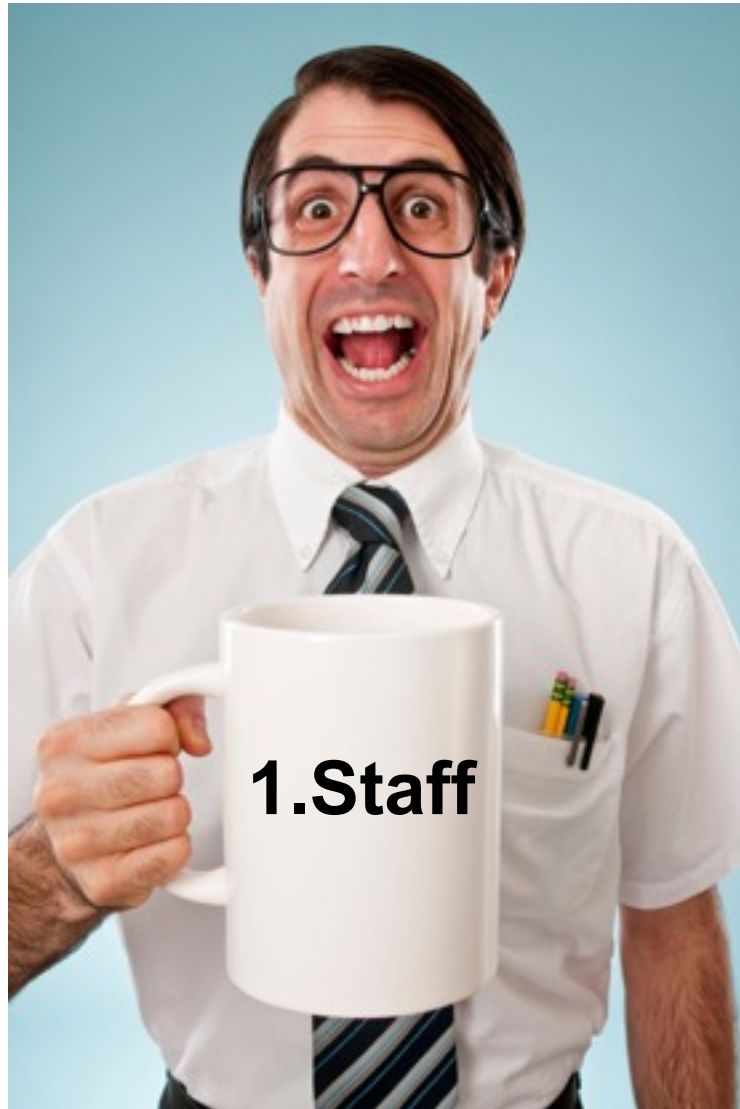


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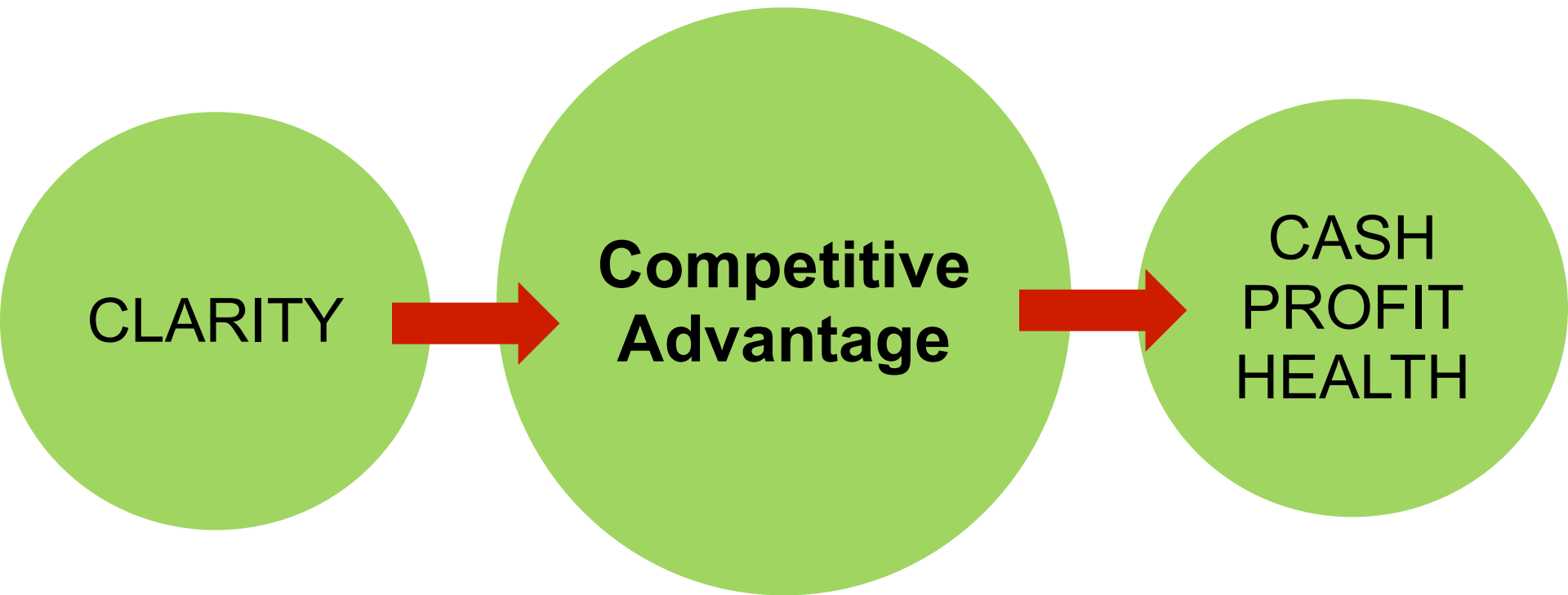


2. Software



3. Processes





Which One Are You?





As the premier CFO services firm in Utah we help
all businesses maximize their **IMPACT**

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the next
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