

Improving Cash Flow for a Blue Collar Business

Putting together and executing a debt reduction plan

At a glance

This client knew that they should be taking home more money but didn't understand their current financial situation or how to improve it.

Key metrics



\$240K

Annual profit generated



3

Months of dedicated work to improve cash flow



50%

Debt reduction

CHALLENGES



This client had a successful landscaping business that was grossing around \$1MM annually. While they were grossing quite a bit of money their take home pay was low and they weren't sure where all of their money was going. There were also inefficiencies in the business that costed hundreds of thousands of dollars each year and dozens of work hours each week.

SOLUTIONS



We first set up weekly meetings with the client to educate them on their financial situation. Then, we created a spreadsheet that included all debt and set up a payment schedule. Next, we set up business practices that lowered past-due accounts receivable, increased cash flow and cut out many expenses.



Financial Education



Goal Structure



Controller Services

RESULTS



1

Debt Repayment

Financial education and organization led to a focused approach to pay off large amounts of high-interest debt

2

Increased Cash Flow

By lowering monthly debt obligations, collecting quicker on AR and cutting some monthly expenses cash flow greatly increased.

3

Improved Accounts Receivables

In addition to addressing and collecting old accounts receivables, we helped the client put together processes to keep a healthy accounts receivable



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