



Managing Cash flow in times of Scarcity

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8 Tips for Managing Business Cash Flow in Times of Scarcity

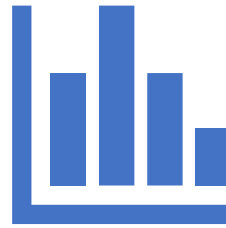
1. Control Your Credit

Put	Set	Send out	Chase	Monitor	Stop
Put some procedures in place such as:	Set clear credit limit and payment terms for customers	Send out Invoice promptly	Chase all debts when due	Monitor customers payment	Stop offering credit to bad payers

2. Forecast Your Sales



Forecast your sales by predicting what is ahead



Predict the peaks and troughs



Use market and customer knowledge, pricing, competition state of the economy

#3. Cut Costs & Spending

Think lean and
evaluate every
business expenses

Know exactly where
your cash is going
and get value for it



#4. Negotiate Good Terms with Vendors

- If you can extend payment terms
- Settle bill in 60 days or 90 days rather than 30. That way, you hold on to cash for longer
- Set up a regular payment rather than paying off in one go



#5.
Manage
Stock

Monitor stock
closely

Be lean & order only
what you need at a
time



#6. Keep Good terms with lenders

- It always pay to be on the right side with banks
- If you are struggling with repayment ,talk to your lender rather than bury your head in the sand

#7. Release Cash from Invoices

This might not fit
all business
models

Use debt factoring
.A third party buys
your invoice and
release cash to you

#8. Watch Out for Warning Signs

- A drop in turnover
- Customers taking longer to pay
- Incurring penalties from late payment
- Being forced to settle supplier invoices

Be Realistic About Your Business

- Ask yourself why are your sales low?
- Are your products poorly priced
- Can you chase payments more quickly
- Reach out to US
- Contact us: 403-973-0400 | info@beaconaccountingservices.com

Thank You

