

Leave No Stone Unturned

Business practices to save money & generate cash flow



A small business success workshop

Speaker – Bob Fick, MAC- Small Business Development Center

Tuesday, March 15 | 8:15 – 11:30 a.m.

330 N. Commerce Park Loop, Ste. 200, Boardroom, United Way

• assisting small business
Main Street

**MICROBUSINESS
ADVANCEMENT
CENTER**

Topic Outline:

Quiz: *The current role of financial statements in your business*

Principles and purposes of financial statements, Accrual vs. cash accounting

Case Study: *Analyzing trends and trouble spots using financial statements*

Margin and cost management

Case study: *Building a financial scorecard*

The cash flow cycle, Cause and effect relationships and their impact on profits and cash flow

Examples of trouble analysis, including inventory

The two choices in running a business: grow or get the house in order?

Factors affecting pricing decisions, Cash flow management and planning

Case study: *Preparing a cash flow plan*

Impact of growth on cash flow

The difference between profit and cash flow

How to deal with your bank and suppliers in a cash crunch

Funding sources, How to approach a bank for a loan

11:00 am: *Speed Networking*

\$15 fee/person*

**Advance registration
required by March 11**

**Call 620-1241
or visit www.mac-sa.org**

* Complimentary for all businesses along/
near RTA road construction projects.

MainStreet Small Business Assurances is a program of the Regional Transportation Authority and is managed by Pima Association of Governments.

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Reasonable accommodations for persons with disabilities will be made if requested two weeks in advance. Contact MAC at 520.620.1241