

**If you are not  
making money**

FINANCIAL MANAGEMENT SKILLS TRACK

**You are not  
doing this!**



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Presented  
by  
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**PROFITS PLUS**  
**SOLUTIONS**  
FOR SMALL BUSINESS™

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**If you are not making money, you are not doing this!**

We are driving dollars to the bottom line; how many ways can we do this?

Costs in your business – fixed and variable

What margins do we have on the various products and services your business offers?

Margin vs. big ticket vs. inventory turn

Which of the three do you want?

Additional considerations for each



Considerations for margin

Considerations for big ticket item

Considerations for inventory turn rate

Increasing sales