

25 IMPROVE WAYS TO CASH FLOW

1

Track cash flow on a daily or weekly basis



2

Invoice immediately using clear, easy-to-read invoices



3

Check credit ratings for new, large orders



4

Get up-front payment or retainers for high-risk or slow to pay customers



5

Segment your customers based upon profitability and average time to pay



6

Have a dedicated collections person



7

Identify disputes and resolve them quickly



8

Incentivize collectors based upon collections goals



9

Incentivize sales force to improve cash flow



10

Pay commissions off cash receipts or back out of bad debts from commissions



11

Investigate how much cash is tied up in slow-moving inventory



12

Maintain a perpetual inventory system



13

Investigate availability of popular products to meet sales



14

Pay bonuses for warehouse personnel based upon improving inventory turns



15

Develop a vendor payment schedule based upon weekly cash flow report



16

Ask key vendors to stretch terms when cash is tight



17

Take advantage of discounts when cash is available



18

For large balances, ask for conversion to notes payable



19

Segment suppliers as regular suppliers vs. one-off purchases, negotiate better terms



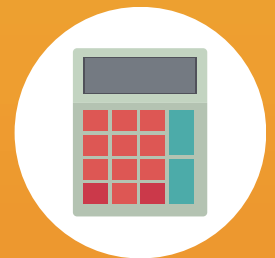
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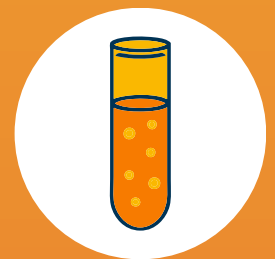
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Minimize fixed asset purchases when cash is tight



22

Properly fund necessary asset purchases – match asset financing with cash generation ability



23

Renegotiate lease agreements



24

Put your cash to work – use sweep accounts to earn money on excess cash



25

Seek additional investment capital when needed



Continue to Improve Cash Flow

Access Cash Flow Tune-Up Tool for \$9

OR

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The Strategic CFO™ Cash Flow Tune-Up Tool allows you to **analyze the benefits of implementing cash flow improvement strategies** in your company.

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- Excel template
- Instruction guide

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TUNE-UP TOOL**

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