# INTERISE STRONG Small Businesses - Cohort 15

### INTERISE



**Analysis of your finances** 

**Lessons Learned: COVID 19 edition** 

By Soledad Tanner February 18, 2021

#InteriseStrong

#### PPP Loan: Top 10 Lessons Learned



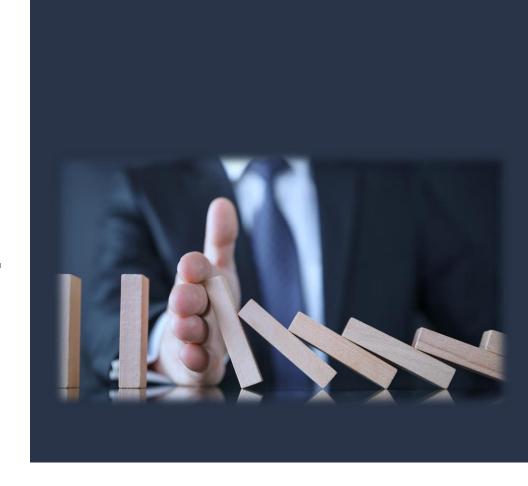
- 1. Income Tax
- 2. Bookkeeping
- 3. Documentation: Rent, Utilities
- 4. Cash Payments
- 5. Personal vs. Business
- 6. Employees vs. Contractors
- 7. Multiple & Incomplete Applications
- 8. Banking Relations
- 9. Cash Management: First Time Loan
- 10. Computer & Language





Don't run your business blindfolded!

#### HOW TO RECESSION-PROOF YOUR BUSINESS



#### 15 Tips for Effective Financial Management



- 1. Discuss & Analyze Financial Results *Monthly*
- 2. Protect Your Cash Flow
- 3. Understand And Analyze Your Financial Statements
- 4. Avoid High Levels Of Debt make companies vulnerable during a recession
- 5. Develop Multiple Revenue Streams



#### 15 Tips for Effective Financial Management





- **6.** Update Your Budget And Forecast Be realistic!
- 7. Review Management Reports: Cash forecasts, Accounts Receivable, Accounts Payable, Sales by customer, Purchases by supplier
- 8. Inventory Management review
- 9. Marketing Budget & Strategy review
- 10. Review Prices update or create packages

#### 15 Tips for Effective Financial Management



- 11. Build Strong Customer Relationships and deliver more value to your customers
- 12. Review Processes Simplify
- 13. Flexible Workforce
- 14. Be Aware of Financial Scams
- 15. Access Community Resources





Turn Your Challenges Into Opportunities!



#### Soledad Tanner, MIB

FOUNDER & CEO

PROFIT + PRODUCTIVITY



#### Thank you! Q&A

## Financial knowledge *Gives You Freedom*; Know your numbers!



