

Profit Plus

Profit Plus enables you to view your business performance in easy to understand reports whilst your Business Advisor takes you through each aspect of the business and how each is progressing.

Our Profit Plus service begins with a simple Health Check of your business, but then delves deeply into the underlying financial and nonfinancial factors affecting your business to give meaning to the numbers.

FEATURES OF THE PROFIT PLUS PROGRAM

- Receive concise and valuable business advice supported by the figures
- Analyse your financial records to determine strengths and weaknesses
- Map out a financial strategy and provide numerous opportunities for business improvement
- Forecast and perform "What-if" scenario testing.
- Cash flow forecasts
- Business Health Check
- Goal seeking to develop strategies to reach financial goals
- Budgets and Projections

- Variance reports
- Working capital reports
- Bank funding reports
- Comprehensive reports, from one page Business scorecards to detailed Financial diagnostic reports

IMAGINE HAVING INSTANT ANSWERS TO COMPLEX QUESTIONS SUCH AS

- What if my sales improved by 10% or more?
- How could I make my sales increase by 10%?
- What are the key value drivers of cash flow in my business?
- What is the financial impact on cash flow if I increase my volume or increase my pricing?
- How can I improve my cash flow overall in my business?
- How much would my productivity increase if I purchased this machinery?



ACCOUNTANTS AND
BUSINESS ADVISORS

Profit Plus



"We are a long-time client of Nexis Accountants & Business Advisors and during 2010 we contacted them with what we thought was a debtors issue in our business. Our cash flow was not where it should have been given the amount of work that we had on. We just weren't seeing the money in the bank. The team at Nexis helped us by looking at our financial position and running the Profit Plus program.

They identified that the cause of the problem wasn't that our money was tied up in debtors, but instead that profit had dropped off due to increasing costs of running the business. We sat down with Nexis and formulated a plan to renegotiate our rates with our large commercial clients. This was a successful exercise with the majority of our clients agreeing to an increase in our rates. Less than six months later, Complete Electrical returned to strong profitability."

*Bruce Brownlie
Complete Electrical*

