



Financial training For non financial staff

Physician, heal yourself (Cashflow)

As a financial trainer I mostly practise what I preach when I run my business.

Mostly, but not always!

And I've had a colossal fail that illustrates how easy it is to not do the right things.

Someone I've worked with for years moved companies recently, and asked me to do some financial coaching for one of her managers. It took time to set things up with the manager, and I delayed sending out my T&Cs until the work seemed more certain.

Then of course everything happened in a bit of a rush, and the T & C

We had the coaching day, which was very successful, and I invoiced promptly (as you'd expect).

But then I started a frantically busy period of work, and spent 3 months dashing around the country preparing, delivering and following up courses. And life is further complicated by my parents' precarious health, so I've had way too much on my mind.

And - you've guessed it - my busy-ness and distraction meant I didn't chase up the invoice for payment!

So while I was focussing on all the crises and short-term deadlines, I wasn't doing the important job of making sure the invoice got paid. And we have to remember that the job isn't finished until the customer has paid the invoice!

I'm comforted by the fact that it's only the second invoice in a long time to be paid so late, so it's the exception, not my norm.

But learn from my mistake!