

Financial training For non financial staff



The financial training specialists

Habits (Profit)

I've talked about habits before, and I'll probably talk about them again. They're important, because they help, or hinder us.

A plumber friend was telling me he had to pick up a new boiler for a customer at 9am. When his alarm went off at 8am he said that, after 6 weeks of lockdown lie-ins, it felt like the middle of the night. Our habits help us get up in the morning.

My neighbour plays golf, and was delighted to have his first game in weeks when the courses re-opened last week. He tells me that golf is partly about skill, but largely about developing good habits.

Financial management is similar. Our habits can help or hinder us immensely.

Many managers are afraid of numbers to some extent, so they don't engage with their financial report, so don't overcome their fear.

So one good habit is to put aside time each month to spend looking at the report. The financial report simply points to where things went better or worse than expected. That's all the mathematical skill we need: "Is the actual result better or worse than the budget?"

Because the next step is to ask "Why are things worse (or better: that's just as important) than budget?"

And then "What can we do about it?"

The "financial skill" is minimal, but the habit of looking at the numbers regularly and asking the questions is really important.

So how will *you* make looking at your numbers into a regular habit?