

## *Financial training For non financial staff*



*The financial training specialists*

### **Even more on what it costs (Profit)**

In the last couple of blogs we've been looking at the full cost of things, and their value for money. But my examples were about things we buy. What about the things we do?

If someone's salary is £26,000pa, and there are 260 working days in a year, that should be £100 a day. But with on-costs and holidays etc it comes out at about £150 per working day.

So what do we do with our expensive time?

Like (probably) most people, I have a daily to-do list. And yet much of that list is "maintenance". The stuff I keep doing day after day because it needs doing every day. Not that these maintenance tasks aren't important: they are. But they don't move my business forwards.

My office whiteboard also includes my main goals for the year, and I try to link my daily to-do list to those goals. So I mentally divide my daily tasks into maintenance, and the things that actually move my business forwards.

But I also look at my list and ask "How valuable are these tasks? What do they add to my business?"

py If I'm honest, if I stopped doing some of them, I'm not sure anyone

So what does your time cost (and your team's time)? Where are they spending that time? Are you moving your business forwards, or treading water? And what are the tasks you do that no-one would miss if you stopped doing them?