

## *Financial training For non financial staff*



*The financial training specialists*

### **Later (profit and cashflow)**

Great excitement this week: the chimney got swept, and the septic tank got emptied. That's one of the joys of working from home in the countryside.

They're both tasks that it's easy to put off, but locally a chimney fire escalated into a major house fire. And if the septic tank gets too full, the soakaway system gets overwhelmed. Then you've got a major excavation job to replace the soakaway, and rebuild the tank (remembering that the soakaway covers ten times the area of the tank!).

Equally, we put things off in business that affect our profitability and cashflow.

One client of mine decided he wanted to implement some regular training for his team this year. Almost a year down the line nothing has happened because urgent issues keep cropping up. These issues have to be dealt with, but the important long term stuff isn't happening.

Like many businesses, my product includes lots of common components. Every course for every client is tailored to their needs, but there are many points of commonality. I've just started a task I've been meaning to do for ages: put together a library of core material as a basis for new courses. It'll save hours of work later!

What about that rationalisation of parts and product line reorganisation that's been on the agenda for years? Once we're over the lump, it'll improve profit and cashflow massively.

What are the things that you need to get on and do, to improve results in the future?