

# Fix Your Cash Flow, Make More Money

Robert Gauvreau FCPA

 **JOBBER**



## About Us

# A little more about me.

Founder and CEO of Gauvreau Accounting Tax Law Advisory, Best-Selling Author of *The Wealthy Entrepreneur*, Speaker, and Business Coach

Bob is an award-winning FCPA who works exclusively with entrepreneurs to help them make more money and gain financial clarity in their businesses. Bob works directly with more than 2,000 businesses across North America, helping them build a better business, build extraordinary wealth, and generate greater financial performance.

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# What We Do

- Financial Reporting
- Tax Planning (US & Canada)
- Tax Filing Services (US & Canada)
- CFO Services
- Bookkeeping Services
- Business Valuations
- Succession Planning
- M&A Support
- Financing Support
- Strategic Advisory Services



**“The Number One  
reason businesses fail  
...they run out of cash.  
82% of business  
failures are due to this,”**

**National Federation of Independent Businesses**





**What is cash  
flow anyway???**



**CASH FLOW is  
NOT... SALES**

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# CASH Flow is NOT... PROFIT

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**CASH Flow is  
NOT... QUOTES**



**CASH Flow is  
NOT... MONEY  
IN THE BANK**

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**CASH Flow is...**

**The actual funds that enter and exit your possession during a specified period of time**

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# Top 5 Cash Flow Destroyers

- 1 | **Doing work first, and collecting payment later (the dreaded accounts receivable)**
- 2 | **Buying equipment and vehicles with cash**
- 3 | **Building up inventory on hand**
- 4 | **Aggressive debt repayments**
- 5 | **Owners using the business as their piggy bank**



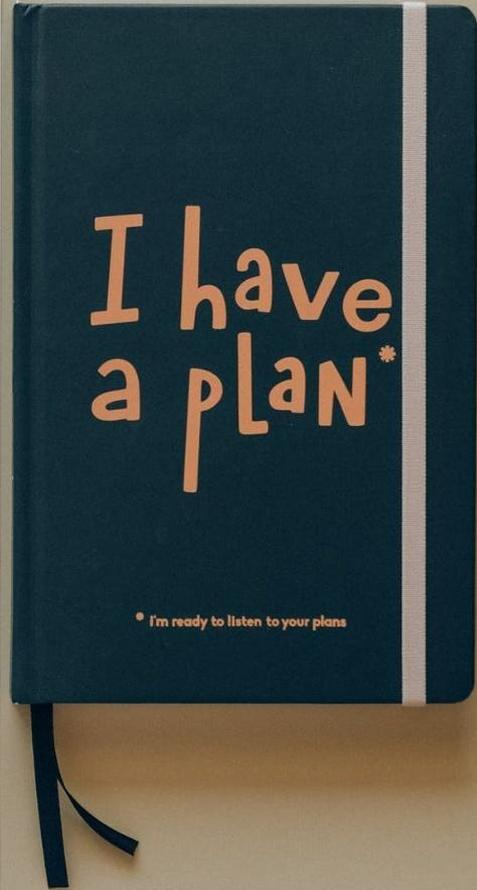
# What Directly Impacts Cash Flow

- **Collecting payments**
- **Cash sales**
- **Paying bills**
- **Funding payroll**
- **Buying assets for cash**
- **Purchasing inventory for cash**
- **Paying taxes**
- **Owners drawings**
- **Refinancing**
- **Loan payments**



**How do I transform  
my cash flow?**

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# Accelerate Cash Coming In

- 1 | **Change your money cycle - collect upfront instead of after the fact**
- 2 | **Accept multiple forms of payment (credit cards, online payments, cash, cheque, e-transfer, etc.)**
- 3 | **Debt isn't a bad word...Obtain working capital financing or refinance equity in your assets to obtain more cash now**
- 4 | **Aggressively collect money owed to you**
- 5 | **Sell excess inventory or unused equipment/vehicles**

# Decelerate Cash Going Out

- 1 | Stop paying all your invoices with cash or paying them immediately...defer payments
- 2 | Utilize credit cards (get your 30 days)
- 3 | Finance asset purchases (don't pay cash for them)
- 4 | Refinance your debt (extend the repayment period to reduce monthly payments)
- 5 | Avoid lump sum personal withdrawals
- 6 | Don't pay too much in taxes - ensure you have a top tax expert to keep as much of your earned income as possible



# The Top 5 MUST DO's...



- 1 | **Set yourself up on a regular weekly draw to create consistency and support your personal needs**
- 2 | **You MUST change your policy on doing work - collect more up front and final payment at time of completion**
- 3 | **Collect what is owed to you**
- 4 | **Talk to the bank - get yourself a 'safety net'**
- 5 | **Avoid paying unnecessary tax**

**“Success is just a numbers game”**

**Jim Rohn**





**Schedule Your  
Discovery Call**



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# Questions?

Don't be a stranger... connect with me!



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