



The Science of Business®
Applying science to your bottom-line!

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Maximizing Cash Flow: Staying clear of a cash constraint!

Learning generally occurs as we are presented with information of potential usefulness, practice with it to explore its utility, receive feedback on our use or performance, and then apply it in real life. This presentation will follow that progression.

In this presentation we will focus our discussions on the constraints management approach on maximizing our cash flow; on planning and forecasting our cash; and on filling any cash gaps so that we can stay out of cash flow danger. Throughout the presentation we will use an example case to test and discuss the concepts. Finally, we will discuss how the concepts introduced could be applied to the participants businesses.

Participants will gain:

- Improved understanding of the 7 cash drivers: Sales, Margin, A/R, A/P, Operating Expense; Inventory; and Capital Expenditures
- Improved understanding of the 3 cash strategies: 1) Maximizing quantity and rate of incoming cash; 2) Minimizing quantity and rate of out going cash; and 3) Minimizing the quantity and time cash is tied up in the system
- Introduction to a unique approach to managing cash drivers to achieving cash strategies
- Learning how to identify and close cash gaps
- Learn when financing is a good option to closing cash gaps
- 3 take home ideas that can be immediately put to use