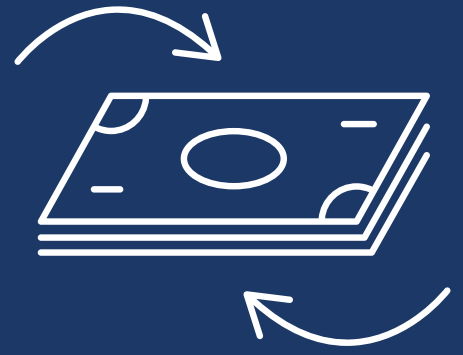


TOP 20 TIPS



FOR IMPROVING CASHFLOW IN YOUR BUSINESS

REDUCE DEBTORS

1. Get deposits or payments in advance
2. Hire a part time debt collector
3. Change your invoices and remove 60, 80, 90+ days
4. Charge interest for outstanding debts
5. Have a full debt collection system
6. Do full credit checks for new accounts
7. Invoice sooner

SHOW CREDITOR PAYMENTS

8. Change terms and increase by 30 days
9. Meet with your suppliers

REDUCE STOCK ON HAND

10. Put in an inventory tracking system
11. Assess correct stock for sales goals
12. Get inventory on consignment
13. Fax out inventory specials
14. Hold a closed door sale
15. Promote old stock as product of the week
16. Use old stock as lost leader for new sales
17. Bundle slow moving items with fast
18. Hold stock-take sale
19. Sell of old stock
20. Buy only fast moving stock