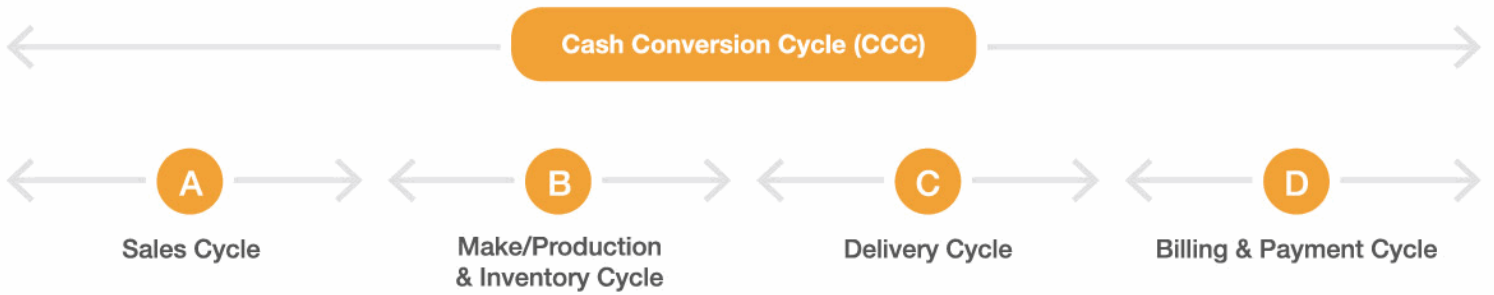


One Page Tools

Cash Acceleration Strategies (CASH)



A	Ways to improve your Sales Cycle	Times	Mistakes	Model & P/L
1	Improve relationships with vendors			x
2	Better qualify prospects (to our core customer)			x
3	Reduce bid response time	x		
4	Update cost estimating data base		x	
5	Negotiation training for sales people	x	x	

B	Ways to improve your Make/Production & Inventory Cycle	Times	Mistakes	Model & P/L
1	standardize drawing submittals	x	x	
2	streamline change order process	x		
3	Improve manpower scheduling	x		
4	build standardized product			x
5				

C	Ways to improve your Delivery Cycle	Times	Mistakes	Model & P/L
1				
2				
3				
4				
5				

D	Ways to improve your Billing & Payment Cycle	Times	Mistakes	Model & P/L
1	get credit card on file for small clients	x		
2	get deposit/membership fee/annual subscription			x
3				
4				
5				