Required format for all files: WAV

Intro.wav

Time limit: 5 seconds

***Let’s take a look at some basic numbers of your quarterly performance.***

Trends Overview.wav

Time limit: 9 seconds

***This graph shows your business revenue, profit and profit percentage compared with the previous quarter and the same quarter last year to take into account any seasonality.***

Increasing Profit Percentage.wav

Time limit: 9 seconds

***In good news, your profit percentage has been increasing which indicates the cost of producing your revenue is lower for each new dollar earned than previous quarters.***

Decreasing Profit Percentage.wav

Time limit: 8 seconds

***In not so good news, your profit percentage has been decreasing which indicates the cost of producing your revenue is higher now than it was in previous quarters.***

Cash Balance.wav

Time limit: 4 seconds

***Cash movement is a crude measurement, but as they say cash is king.***

Cash Balances Positive.wav

Time limit: 4 seconds

***Your cash balances are trending upwards- which is positive signal.***

Cash Balance Negative.wav

Time limit: 6 seconds

***It may just be timing, but your cash balance has trended downwards. We may want to look at solutions to improve cashflow.***

Cash Balance Neutral.wav

Time limit: 6 seconds

***Overall cash holdings look stable. Improving profitability will help grow cash going forwards.***

Debtor Days Overview.wav

Time limit: 4 seconds

***The debtor days measurement shows how many days it takes for you to get paid on average.***

Debtor days trending higher.wav

Time limit: 4 seconds

***Debtor days have been trending higher, locking up cash. If cashflow is tight, we can help with solutions to unlock it.***

Debtor days lower than prev quarter.wav

Time limit: 6 seconds

***Debtor days are trending down which makes more cash available for you to trade. Let us know if you would like to know your industry benchmark.***

Debtor days lower than both quarters.wav

Time limit: 7 seconds

***Awesome news! Your debtor days are trending down solidly this year. As us about what other businesses in your industry are achieving.***

Liquidity overall.wav

Time limit: 7 seconds

***The Liquidity or Current ratio is a great indicator of the strength of your cashflow AND your ability to pay debts as they fall due.***

Liquidity over 1.5x and Improving.wav

Time limit: 5 seconds

***Your liquidity is looking really strong. Cashflow should be good and has been improving.***

Liquidity over 1.5x but trending lower.wav

Time limit: 5 seconds

***Your liquidity is looking strong but cashflow may get squeezed as it has been trending lower.***

Liquidity between 1 and 1.5x.wav

Time limit: 6 seconds

***Your ability to pay debts as they fall due looks solid but it would be wise to build some buffer to strengthen this.***

Liquidity is weak.wav

Time limit: 8 seconds

***Your liquidity is weak. You may well be experiencing difficulty paying bills on time. Give us a call to discuss improvement strategies.***