# **Working With Scott**

# **Get intentional About Your Company's Financial Performance**

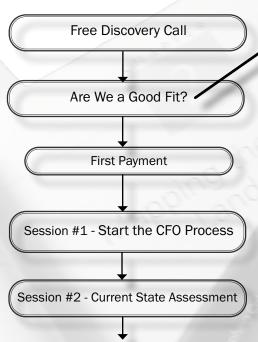
#### **Outcomes**

- Better visibility of the books.
- · Understand and improve cash-flow.
- Know where to improve your company operations.
- Better overall financial performance.

#### **Fractional Advisor CFO**

- Connect financial performance to operations.
- Look inside the company to see how to improve cash-flow and profits.
- Financial strategy, modeling and metrics.
- Best for the break-out stage or when finances and operations are out of sync.

## **Typical Start Process**



Once we understand the current state, we dive into improving the financial performance. 90% of the time this is improving cash-flow.

### **Success Factors**

#### **Winning Attitude**

- Be real with each other.
- We work towards a common goal.
- Be teachable and coachable.
- · Commit to the overall process.
- Willing to learn business acumen and leadership.

#### Logistics

- · Commit to at least 2 sessions per month.
- · Use Trello App for project management.
- Complete tasks and homework, some of them outside your comfort zone.
- Text and Phone (Premier clients).

#### I would not be a good fit if...

- Your are looking for an "Accountant" CFO that needs a CPA license.
- You are looking for a "Yes" man to affirm your unproven plans.
- You are looking to pay with equity.
- · If your business needs serious turnaround work.

# Package rates start at \$4250 per month

a la carte - base: \$197/hour



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