

Wealth Building Strategies for a 7 Figures + Net Worth	Business Strategy for 7 Figures + Net Worth in 7 Years	Sales Training for a 7 Figures + Net Worth in 7 Years	Mind-Body Training for a 7 Figures + Net Worth in 7 Years	Spiritual Growth for a 7 Figures + Net Worth in 7 Years	Personal Development for a 7 Figures + Net Worth in 7 Years
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Treasure Map-Plan For a 7 Figures + Net Worth in 7 Years	Achieve Your Goal of a 7 Figures + Net Worth in 7 Years or Less	Grow Your Business to 7 Figures + Net Worth in 7 Years	Increase Your Sales to a 7 Figures + Net Worth Annually	Grow Your Wealth to a 7 Figures + Net Worth And Exit Plan	Free Newsletters
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"Providing World Class Business Development-Personal Development Programs & Opportunities"

"Profit Builders' Gives A 100% "No Weasel Clauses" 12 Month Guarantee on all Success Resources!"

"We have helped over 6,000,000 on their path to success, wealth, prosperity and abundance"

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FREE Operational Analysis Valued at Between \$100 and \$250

How does your business rate in critical areas? Rate yourself on a scale of 1-10 (10 being the highest) on how your company performs in these areas. CAUTION BE REALISTIC.



By answering the following business operating questions, you will gain vast insight into the strengths and weaknesses of your business or professional practice to earn BIG money. Answer as many of the questions as you can on separate sheets of paper and Email your answers to **us**. If you don't totally understand or are unable to answer particular questions, don't worry. When you have read all of the strategies and worked with us in our programs you will understand the meaning of all these questions and you will appreciate the value and importance of them.

PART I: Rate Your Business in the following areas:

AREA	ACTUAL	GOAL	COST
PROFIT IDENTIFICATION			
Profitability	_____	_____	_____
Quality of Life	_____	_____	_____
Exit-Succession-Tax Strategies	_____	_____	_____
BUSINESS ADMINISTRATION			
Ease of Operations	_____	_____	_____
Accounts Receivable	_____	_____	_____
Collections	_____	_____	_____
Attracting New Employees	_____	_____	_____

Employee Turnover	_____	_____	_____
SALES/MARKETING			
Volume	_____	_____	_____
Getting New Clients	_____	_____	_____
Increasing Client Volume	_____	_____	_____
Back-End Sales	_____	_____	_____
PRFORMANCE MANAGEMENT			
Project Administration	_____	_____	_____
Contract Administration	_____	_____	_____
Project Cash Controls	_____	_____	_____
Job Controls	_____	_____	_____
Work Scheduling	_____	_____	_____
Management	_____	_____	_____
Project Costing	_____	_____	_____
Employee Productivity	_____	_____	_____
FINANCIAL PLANNING	_____	_____	_____
CASH MANAGEMENT	_____	_____	_____
EXIT STRATEGIES	_____	_____	_____
SUCCESSION STRATEGIES	_____	_____	_____
TAX STRATEGIES	_____	_____	_____

IN EACH AREA ANSWER THE FOLLOWING QUESTIONS:

1. From 1-10 (10 being the best) Where are you now?
2. Below "8" – Where do you think you should be, or where would you like to be?
3. Why aren't you there now?
4. What is holding you back?
5. How much is it costing you NOT to be there?
6. If you could take a guess, what do you think it would be?
7. IF you DID NOT have this problem-concern, how would it affect your Business?
8. IF you DID NOT have this problem-concern, how would it affect you?
9. IF you DID NOT have this problem-concern, how would it affect your Employees?
10. IF you DID NOT have this problem-concern, how would it affect your Family?

PART II

BUSINESS CHALLENGES ANALYSIS

What top business challenges are you currently facing?

Operations:

How often do you receive operating statements?

What key information is tracked and utilized to measure productivity?

Administration:

Is there a developed percentage based budget? If so, how are the results tracked?

Do administrative systems and procedures meet current requirements?

If not, what are the ramifications of non-compliance?

Material Costs:

What effects do waste and rejects have on material costs and how do these affect margin contribution?

Who is responsible for negotiating material contracts, managing costs and overrun controls?

How are these employees measured and held accountable in their performance of their jobs?

When I first started, where did my clients or promotions progress come from (what process, method, or action did I use)?

Labor Costs:

How does labor cost fluctuation affect production scheduling?

How do you compensate for work center loading?

What effect does overtime have on profitability?

How does this factor in the decision to add or maintain personnel?

Overhead:

How is overhead application accounted for in the pricing matrix?

What methodology is used to tack and measure the implications of adding overhead costs to cash flow requirements?

Incentives:

Is there a productivity-based excess profit incentive plan?

If not, how are employees rewarded?

How is the effectiveness of those rewards measured in profit and productivity?

Productivity:

Are there established quantifiable productivity standards?

How are productivity based performance standards measured?

Cost Controls:

Are costs measured and compared to predetermined standards?

What systems or procedures are in place to control costs and quantify results?

Material Flow:

How is material analyzed and what effect does it have on productivity and waste?

Does a perpetual inventory record for all materials, supplies, work-in-progress and finished goods exist and how it is maintained?

Break-Even Utilization:

Is there a break-even analysis by product group, sales personnel or services offered?

How are break-even calculations used?

How is it utilized for bidding, pricing and market strategies?

Cash Flow Management:

Is there a system in place to forecast and manage payables, and receivables to maximize current assets and increase vendor leverage?

Tax Planning:

Is after tax income maximized with proper planning?

Is your estate plan structured to minimize estate taxes?

Organizational Re-engineering:

Is the company set up on a functional basis?

Do all employees have a clear understanding of their role in the success of the business?

Do you as a business owner have a clear understanding of your responsibilities? [i.e. to create positive cash flow, generate a substantial profit and create a good quality of life for you and our employees?

Sales and Marketing:

Are you able to determine margin contribution and operating profit by sales person?
product, product line and territory?

Are you getting a reasonable return on your advertising and promotion investment?
How do you quantify your return?

Web Site:

How does your Web presence enhance marketing objectives?

What type of search engine optimization (SEO) are you utilizing?

How is the success of those efforts measured?

Solvency:

Have you used the solvency ratios to measure the financial soundness of your business
And how well your company can satisfy its obligations?

Efficiency:

Have you used the efficiency ratios to measure your firm's receivables and
How efficiently it utilizes its other assets?

Profitability:

Have you used the profitability ratios to measure how well your company performs?

FINANCIAL DOCUMENT ANALYSIS

1. Copies of your Last Four Years Tax Returns.
2. Copies of Profit and Loss Statements for Last Four Years.
3. Copies of Any Break Even Analysis Done over the Past Four Years.
4. Copies of the Last Four Years Balance Sheets.
5. Copies of the Income Statements for the Past Four Years
6. Copies of the Financial Up Date Reports for Last Four Years
7. Copies of Any Cost of Doing Business Reports for the Last Four Years
8. Copies of Any Cost Reduction Reports for the Past Four Years



Free 48 Minute Opportunity Briefing

The next move is yours, you have
Nothing to lose and everything to gain so...

IF...You're a business owner concerned about:

- * Getting your new business started right.
- * Having your business survive the next 2-5 years
- * Working in your business but not on your business
- * Improving cash flow
- * Meeting payroll without panicking
- * Wanting to grow your business but don't have the time
- * Increasing sales without spending lots of money
- * Avoiding any more marketing mistakes that train cash
 - * Having qualified employees to handle sales, marketing, operations, etc.
 - * Feeling that with a little direction you could double sales
 - * Watching the competition take all the business
 - * Doing well but know you could do much better
 - * Losing customers/clients
 - * Surviving a slow economy

Then, email us and let us show you how to:

1. Create exponential growth of 25%-100% or more for your business using our systems.
2. Solve your cash flow problems in as little as 30-60 days by creating more sales without spending any extra money on advertising.
3. Leverage a few minutes of your time into thousands of extra dollars from effect business steps.
4. Avoid making any more costly business mistakes.

So email us now! To schedule your FREE Consultation

Should you need additional help, please email your responses to MJKKisinger@yahoo.com

OR MJKKisinger@ProfitBuildersInc.com.

What is the Amount of Growth Your Business Can Grow In Each Area? What is the Amount of Guaranteed Profit You Want?

Note: Upon your request and receipt of your answers to this analysis we'll meet with you for a business briefing and then we'll be sending you by email an extensive Pre-Proposal Statement for your review. We'll discuss it in detail with you. Please go through each section carefully. It will define the Scope of Work we'll perform for you to reach your desired Profit Goals.

Sincerely,

Michael J. Kissinger

Profit Builders Inc.
Managing Director

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Small Business Development Services	Small Business Development Solutions	Small Business Development Partners	Guarantees	Small Business Success Stories	FAQ for Business Development

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