



BIZ INSIDER

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All businesses may consider themselves different but as I visit more and more business it strikes me that whilst to some extent this is true, they all operate within the same business dimensions. That is to say the challenges, risks and rewards are usually the same.

This means we can apply operating criteria, performance indicators and guidelines to help keep on-track. Here's a brief snapshot of three key consistencies that should be addressed and monitored in order to ensure the health running and productivity of your business:

Keeping an eye on cash flow

A few tips that can improve your cash flow include:

- Projecting your monthly sales and expenses
- Collecting client payments as soon as possible
- Paying invoices on the last day they are due
- Setting up a cash reserve account
- Learning how to decipher financial statements
- Reconciling your monthly bank statements

Meeting the demands of change successfully

As your business develops, there is one constant challenge that you will need to confront: the element of change itself. The best way to ensure the continued growth of your business is to approach the demands that change brings from a strategic perspective. Addressing these

challenges head on will ensure the health and productivity of your growing business for years to come.

Reviewing your business' processes

The processes your business uses to facilitate mandatory functions— payroll, tax administration, employee benefits—and to manage growth— inventory, fulfilment, customer relationship management—obviously become more important as your business looks to move into expansion mode.

Don't hesitate to [contact me](#) to discuss how I might help with the above.

Top 10 Rules for *BYOD*

BYOD is an opportunity. Companies can reap the rewards if it is understood and properly implemented and managed.

What is BYOD? "Bring your own device (BYOD) is an alternative strategy allowing employees, business partners and other users to utilize a personally selected and purchased client device to execute enterprise applications and access data.

Typically, it spans smart phones and tablets, but the strategy may also be used for PCs. (Gartner)"

An Empowered Employee is a happy employee is a productive employee. So it goes.

Thus by taking the reins off staff members and allowing them to utilize their favourite device (whether it be Smartphone or tablet, or both) wherever and whenever they want, they become more accessible, more engaged, more responsive and highly flexible.

But to protect your business strict guidelines, policies and procedures are required...



The Good Oil

Greentree Partner wins \$250,000 contract



Greentree Partner Caletech International Ltd, based near Forfar in Scotland, has won a \$250,000 contract from two major oil services companies based in Louisiana in the USA.

The companies are CD Production Specialists and B & S Welding whose head office is in Cutoff, Louisiana with branches located around the oil cities in the USA.

Norman Tough, financial director for Caletech, said: "We are very pleased and proud to be awarded this contract to install the ground breaking Greentree software

consisting of Human Resources, Customer Relationship Management, Financial and Job Costing, various E Modules and Supply Chain Management. It's yet another customer for us in Southern USA and shows the strength of the Scottish brand there. These companies are expanding and require good systems to provide instant information. Greentree provides that to their desktops so it was a 'no brainer' for them".

[Read More](#)

Your company should wholeheartedly embrace BYOD but it comes with its own set of challenges, (security and privacy to name but two).

The key to BYOD success is to ensure 'all your ducks are lined up' before the rollout takes places.

A sound BYOD strategy, preferably developed and

maintained by a highly qualified 'Business IT Specialist' will ensure you avoid the pitfalls and maximise the benefits.

Sean Dendle of Cymax offers '10 Rules for BYOD' to help you on the right path.

[Read More](#)



Sales – the Lifeblood!

Start to track and understand the numbers in your business to increase sales and profits...

New sales are the lifeblood of almost every company. Yet many business managers fail to keep a close eye on sales performance.

If you do start to track and understand the numbers in your business, you can quickly increase your sales and profits.

Below are five ways that tracking your numbers will benefit your business:

1. Know how far you are from reaching your goals.

Scores of research prove that individuals and organizations who set goals are much more likely to achieve them.

2. Pinpoint and manage key underlying issues.

There are a handful of smaller activities that effect larger results. For example, the following are often key underlying issues for sales:

- Number of outbound sales calls
- Number of live connections
- Number of proposals given
- Proposal close rate
- Average price per sale

3. Discover problems before it's too late.

Most entrepreneurs have a bad sales month, then look back to determine what caused it.

4. Quantify success and failure.

By understanding and tracking your numbers, you can measure whether your business is performing well.

5. Offer employees more constructive feedback.

Tracking and publishing your numbers tells employees what's important.

Keep in mind: Don't just look at your numbers to determine what needs fixing. Use them to pinpoint what's working well in your business and do more of that.

[Read more](#)

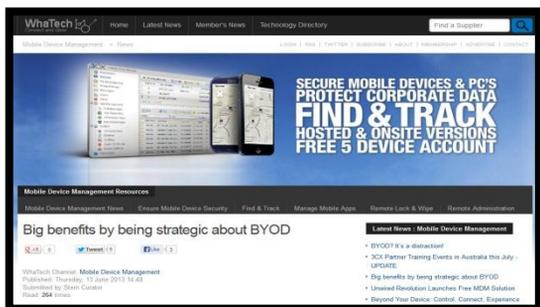
FEATURE

Insider Goes ONLINE

To find some interesting websites...

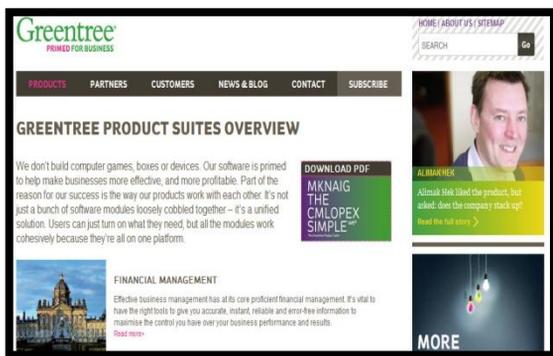


WhaTech



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Greentree



Greentree don't build computer games, boxes or devices. The software is primed to help make businesses more effective, and more profitable. Greentree is fully integrated. It's not just a bunch of software modules loosely cobbled together – it's a unified solution. Users can just turn on what they need, but all the modules work cohesively because they're all on one platform. The Greentree site features lots of relevant news and customer case studies to help you gain a deeper understanding of the solution. www.greentree.com

Social Media

CHECK US OUT



Take a look at JR.bizlink's social media activity and sign up for alerts:





Success

"The secret to success lies in the gap between dream and reality"

**Brett
MICHAELS**

Contact the Team

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