



Five ways to make Cashflow Forecasting work for your business

QUALITY P & L

ENSURE the quality of your P&L and balance sheet - the cornerstones of a good cashflow are accurate P&L and balance sheets, they provide the key figures that need to be sequenced.



ANALYSE YOUR P&L AND BALANCE SHEET

HAVE a detailed look at the accounts and find the vital accounts - which lines have the largest cash movements, and which of these are affected by timings.



IDENTIFY YOUR CASHFLOW DRIVERS

DO any of the key accounts have internal or external drivers affecting them such as payment terms, project completion, or invoicing processes.



LOOK FOR THE MEASURES YOU CAN INFLUENCE

CAN you improve invoicing to speed up customer payments? Could you affect the completion date of a project?



GO INTO GREATER DETAIL ON KEY FACTORS

ACCOUNTS that are cash heavy, affected by timing and controllable should be looked into in more detail. Collect information on payment terms by customer, or on projects individually, to understand the implications of a change at a micro level.

