

## Opportunities in your Accounting System

**If you were able to save just 1 hour of your time each week what could you do with it?**

If on average you had to spend 4 hours to secure a sale, one extra hour per week devoted to sales would mean you could generate an extra 13 sales each year. If each sale was worth say \$2,000 that would be an extra \$26,000 of revenue. Your other option of course is to spend that extra hour relaxing!

One business I saw was spending at least ½ an hour each week on a process that could easily be eliminated by doing things slightly differently. A further ½ to 1 hour per week could be saved through some other simple changes.

Another business was spending hours each week needlessly duplicating and then reconciling data. The process did not provide any form of control or add any value. All the while quotes were not being followed up and sales opportunities were missed.

Where are the opportunities?

- ✦ Saving time through better use of system features
- ✦ Efficiency gains through elimination of double handling
- ✦ Focus on higher profit customers, products etc
- ✦ Elimination of unprofitable customers, products etc.
- ✦ Greater ability to focus on value adding tasks

Ultimately these opportunities lead to better profitability with less stress. [Contact Simplify](#) today to maximise your opportunities.

