

Great Businesses Have Two Things In Common:



Systems and Information. You might have great people in your business, but if you don't have robust systems or relevant information then you may face an uphill battle.

Systems ensure you are doing the right things and information allows you to monitor how you are tracking. Let's look at the benefit of having robust systems and quality information.

Benefit of Having Systems and Relevant Information In Your Business

- There is less risk to your business
- The business can be run independently of any specific person
- Stress is reduced
- Everyone knows what they need to do
- Results are easier to track
- Your business becomes more productive and efficient
- Better efficiencies lead to better profitability
- You add value to your business if you are looking at selling

Putting the systems in place and obtaining information requires planning and thought. Some questions to ask yourself might be:

- What do I want to achieve?
- What challenges do I presently have?
- Where does confusion exist with the business at present?
- How will I audit activity? (systems need to be implemented and actioned)
- What information do I need – what are the key drivers?
- How will I collect it?
- How will I use that information?

How Will I Benefit From Having Better Systems and Information?

- Sales \$ up
- GP\$ Up
- Expenses down
- Profitability Up
- Cashflow Improved
- More control of the business

If you would like to find out more about getting better results from your business then contact John Hutchinson at john@planaconsulting.co.nz, (021)748 142 or (06)974 6236 or go to www.planaconsulting.co.nz