



**FLOORING  
FINANCIAL**

**PROTECTING THE FUTURE OF YOUR BUSINESS**

# Structure

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INTERNAL PROCESS DISCIPLINES WE ASK **YOU** TO ADOPT

# PROTECTING THE FUTURE OF YOUR BUSINESS

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These are not UNIVERSAL ABSOLUTES

Every business is DIFFERENT

NO JUDGEMENT zone

We will just tell you the TRUTH

# PROTECTING THE FUTURE OF YOUR BUSINESS

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Treat EVERY MONTH like the Year End

Reconcile Bank Accounts

Be current constant on AP entry / Inventory Costing

Invoice Promptly

Invoice or Billing Coordinator / Contract Manager

Enterprise JobCost on-screen filters for prompt on Billing

# PROTECTING THE FUTURE OF YOUR BUSINESS

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CLOSE jobs immediately when job is complete

Inventory costed or PO Allowance

Requires PO diligence

Capturing custom price quotes; quote number; date; rep name

Adjusting the BUDGET as needed during the life of a lengthy job

Make as FEW Journal Entries as possible

# PROTECTING THE FUTURE OF YOUR BUSINESS

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ADVANTAGE TO USE SCHEDULER in system

STATUS LIGHTS BECOME CONTROLS

MISSION CONTROL BECOMES SUPER POWERFUL – LITERALLY IMPOSSIBLE FOR  
ANYTHING TO FALL BETWEEN THE CRACKS

OPPORTUNITY MODULE > PIPELINE VALUE WHEN REASONABLE TO IMPLEMENT

CLAIMS TRACKED AND ACCOUNTED FOR THROUGH THE SYSTEM

# PROTECTING THE FUTURE OF YOUR BUSINESS

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ENTERPRISE JOB COST ANALYTICS

Looking at the last dollar activity on jobs helps track JOBS TO CLOSE

SYSTEM ADMINISTRATOR FOR OPERATIONS

DATABASE / PRODUCT CATALOG MANAGER

# PROTECTING THE FUTURE OF YOUR BUSINESS

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MONTHLY or QUARTERLY e-LEARNING

TRAINING BEFORE IMPLEMENT NEW FEATURES

JOB DESCRIPTIONS

NOT NECESSARILY 30-page document

A LIST OF DUTIES

TIME STRUCTURE AS NEEDED; DAILY, WEEKLY, MONTHLY, QUARTERLY, ANNUAL

EVERYONE IN THE COMPANY KNOWS WHOSE JOB IS WHOSE T OF DUTIES



# PROTECTING THE FUTURE OF YOUR BUSINESS

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BLUE PERSON IN A BLUE JOB NEW FEATURES

GREEN PERSON IN A GREEN JOB

# PROTECTING THE FUTURE OF YOUR BUSINESS

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THINGS ARE NOT ALWAYS AS THEY SEEM TO A  
BUSINESS OWNER or CONTROLLER

WE ARE LIKE HIRING A TRAINER, NOT JOINING A HEALTH CLUB  
WE HAVE TO TELL YOU THE TRUTH

NOTHING CHANGES IF NOTHING CHANGES

# PROTECTING THE FUTURE OF YOUR BUSINESS

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OVERALL BUSINESS EFFICIENCY WILL NOT EXCEED YOUR SOFTWARE EFFICIENCY

SOFTWARE SYSTEM EFFICIENCY IS LIMITED TO THE EFFICIENCY OF EACH INDIVIDUAL USER AND THEIR IMPACT ON THE COLLECTIVE EFFICIENCY

IT'S WORSE THAN JUST AN AVERAGE

TRUE / FALSE: Level 6 employee + level 10 employee = level 8 business result

Q: IF THE LEVEL 6 employee is your INSTALLATION SCHEDULER, WHAT LEVEL WILL YOUR INSTALLATION PRODUCTION BE?

A: LEVEL 6

Q: IF YOUR INSTALLTION PRODUCTION IS AT LEVEL 6, WILL YOUR OVER ALL BUSINESS REVENUE OUTPERFORM YOUR PRODUCTION ?

# Owner

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BE IN MARKETPLACE > GROW YOUR BUSINESS

# Accounting Lead

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LEVERAGE TO ORGANIZE SALES & OPERATIONS

INTERNAL ALLY TO HELP VERIFY AND PROCESS EVERYTHING

FREEDOM TO CARE FOR CRITICAL ONE-OFF TASKS

# Internal Disciplines for Peak Profit

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Software Training is less expensive than  
running a **BUSINESS** with staff that is  
not Fully Trained

Process Disciplines that  
make sense for Your **BUSINESS**

ALL ACCOUNTING QUESTIONS GO TO FLOORING FINANCIAL

ONGOING e-LEARNING AS NEEDED FOR NEW HIRES & NEW FEATURES

GROSS PROFIT THRESHOLDS PER JOB TYPE ARE DEFINED AND PROTECTED

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For the Future of  
Your Business



Protecting the Future of Your Business