The Problem Finder

LOW CASH

- Too Much Customer Credit
- Supplier Terms Too Onerous
- Too Much Inventory
- No Deposit Received for Contracted Work

HIGH RISK

- Insufficient Equity
- High Borrowings
- Poorly Managed Growth
- Low Retained Earnings

LOW PROFIT

- Shrinkage
- Bookkeeping Errors
- High Interest
- Not Enough Customer Credit
- Poor Buying
- No Cash Discount on Payables
- Low Productivity
- High Hidden Costs
- Poor Pricing
- Poor Expense Control
- Low Sales