



*Dramatically Accelerate Correct Fiscal Leadership Decisions!®*

Find Million Dollar Blind Spots In Your Business

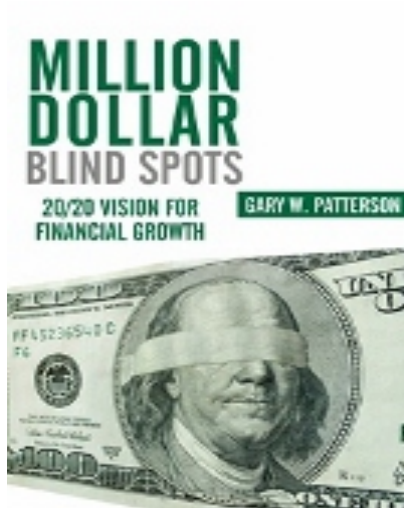
Presented to

2013

# Let's discuss

- Where FiscalDoctor fits;
- Survey Results
- Seven targeted questions;
- More effectively present your key issue;
- Prioritization tool;
- Extra Resources
- Your questions.

# The story



# Self evaluation review

- A** My business does not accurately know who its 10 most profitable customers are.
- B** My business occasionally capitalizes expenses that create assets with questionable recorded value.
- C** My company does not know how changes at one of our top 10 customers would affect our own bottom line.
- D** My business has an asset it would be better off selling at a loss to free up cash to pursue a more promising opportunity.
- E** My business paints an overly optimistic picture of our company among customers, vendors, or financing sources.

# How do *you* define business today?



# Fiscal Checkup: Seven Key Questions

- 1 What are your top three concerns about meeting your current timeframe and budget?



## Fiscal Checkup:

# Seven Key Questions

- 1** What are your top three concerns about meeting your current timeframe and budget?
- 2** What can you do to minimize the risk of those concerns?



## Fiscal Checkup: Seven Key Questions

- 3 What are the top three long-term opportunities not adequately funded in this year's budget?





## Fiscal Checkup: Seven Key Questions

- 3 What are the top three long-term opportunities not adequately funded in this year's budget?
- 4 How can you best pursue those opportunities?



# Fiscal Checkup: Seven Key Questions

**5** What are your top three longer-term risk concerns?



# Fiscal Checkup: Seven Key Questions

- 5 What are your top three longer-term risk concerns?
- 6 What can you do to minimize the risk of those concerns?



# Fiscal Checkup: Seven Key Questions

- 7 What major shift in culture, economy, or politics could impact your business?



# Update Notes On Your Business Today

Select three issues to follow up.



# Update Notes On Your Business Today

Select three issues to follow up.

Narrow that to one to implement immediately.



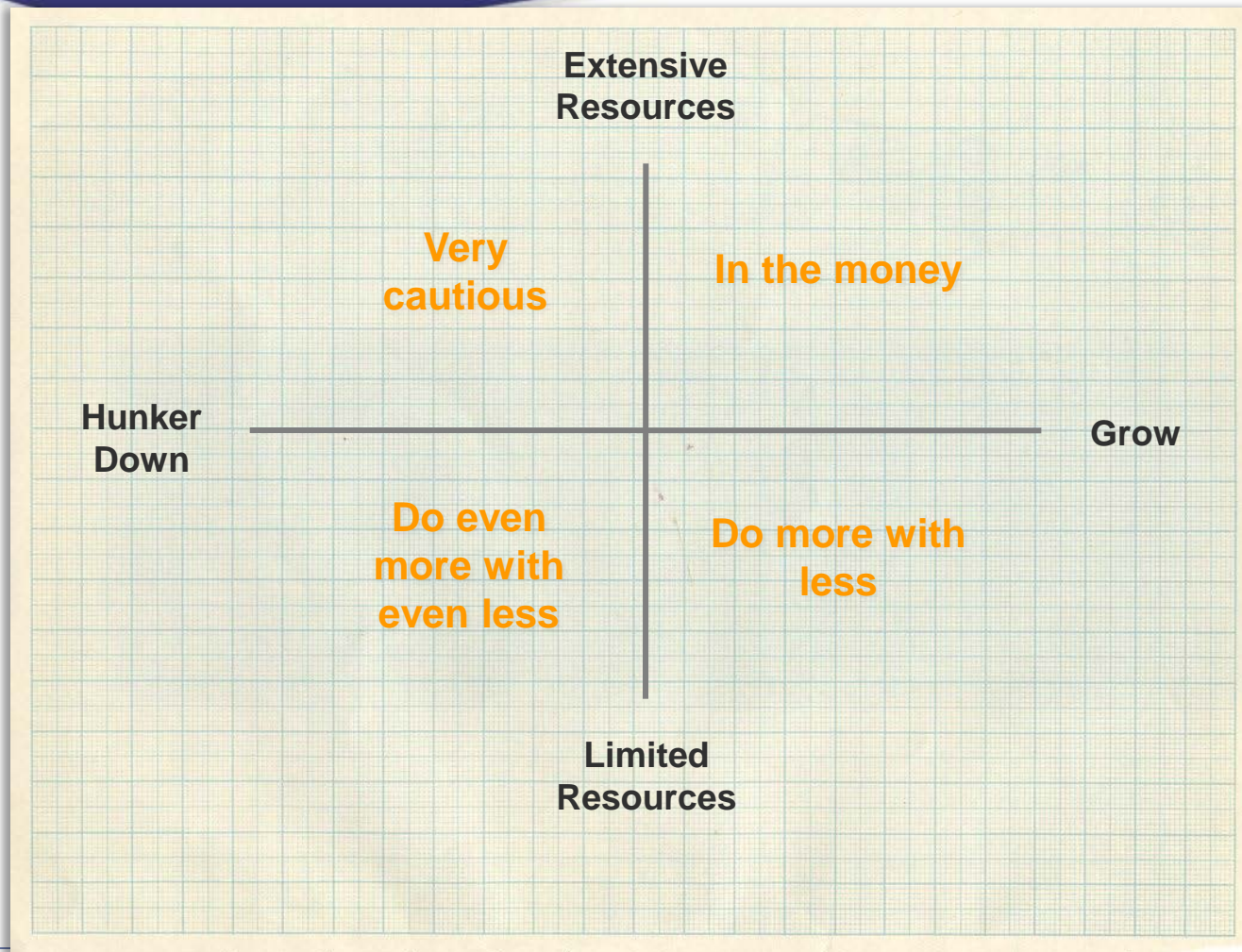
# Blind Spot Resolution Plan Notes

- ✓ What is your first issue to address?
- ✓ Why is this issue important?
- ✓ What is the first action you need to take?
- ✓ When will this first action occur?
- ✓ Who can you get to help with the resolution plan?
- ✓ When does the resolution plan need to be completed?
- ✓ How will you know the process was completed as planned?
- ✓ What potential impacts are you targeting—in dollars and other benefits?



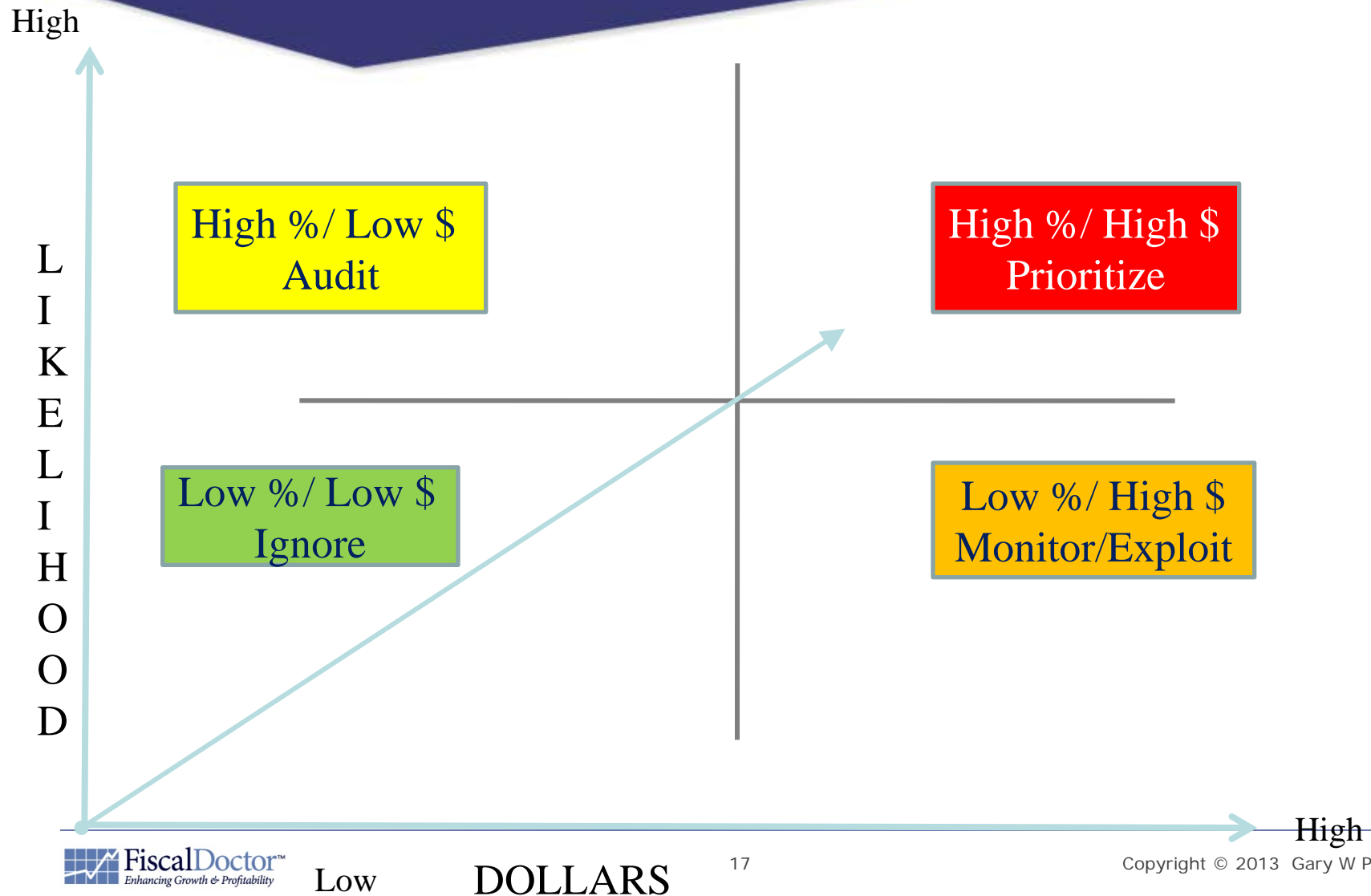


# Outlook Versus Resources Snapshot





# Risk Exposure vs. Likelihood



# Extra Resources

EBook on 5 major common risks <http://tinyurl.com/ykt7wzx>

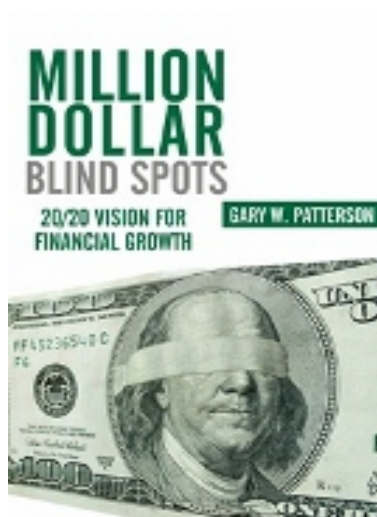
Webinar on removing risks from business is at  
<http://tinyurl.com/blindspotwebinar>

Downloadable eBook with my presentation and more is available on  
Slideshare at: Find Your Million Dollar Blind Spots: 7 Things You  
need to Know or <http://tinyurl.com/million-minibuk>

Newest book website is <http://www.milliondollarblindspots.com/>

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