

IMPLEMENTING FINANCIAL & BUSINESS EXCELLENCE

PRESENTED BY ALAN MILTZ AWARD WINNING SPEAKER
FOUNDER CASH FLOW STORY / DIRECTOR PEARL FINANCIAL SERVICES / CO-AUTHOR OF
VERNE HARNISH'S #1 BUSINESS BEST SELLER AND MULTI-AWARD WINNING 'SCALING UP'

Alan Miltz has changed the way in which banks and businesses review financial performance. His analysis techniques are used in over 30 countries by leading banks, businesses and accounting firms.

Alan Miltz will share 20 years of research in a dynamic presentation that will change the way you look at your company and interact with your bank.

Prior to Alan's visit your financials will be scrutinized using the tools that Alan has created and the findings used as the basis for the workshop. A half day workshop will then be held with your senior management team entitled "Implementing Financial and Business Excellence".

THE PROCESS

1. Diagnosis

- The 4 chapters of financial excellence (profitability, working capital, other capital, and cash flow and funding).
How your business is performing in relation to the four chapters.
- The big 3 cash measures to be implemented in your business.
- Your returns and how to improve them.

2. Solutions

- Cash flow excellence; How many 1% or 1 day changes does your business need to make to achieve its financial goals?
- How to create a culture of financial & business excellence ensuring your non-financial managers understand your business.

3. Funding

- Ensuring your organization understands the way the banks view your performance and how to build a true partner with your bank through improved communication.

4. Monthly Management Meetings

- A format will be provided to conduct monthly/quarterly senior management or board meetings to ensure all financial and business blind spots are uncovered.
Alan will enable your organization to improve cash flow and grow the value of the business.

How would the best review your business – the best CEOs, COOs, CFOs and Credit Officers? Alan will wear each of these hats throughout his presentation to show you how the best achieve financial and business excellence.

DELIVERABLES

- Complete financial health check analysing profitability, working capital management, cash flow optimization.
- Cash flow quality evaluation
- Return on investment assessment
- Development of 1 page financial score card
- 'What if' and 'goal seek' scenario testing
- Your monthly management / board meeting process covering all aspects of your business

BENEFITS TO YOUR BUSINESS

- Improved Cash Flow
- Improved returns and growth in shareholder value
- Creation of financial benchmarks
- All key management discuss financial performance using the same terminology
- Strategic board reporting

COST FOR THE PREPARATION & PRESENTATION

- The cost is to be agreed
- I will need your financials for the past 2 yrs & current year to date
- Billed and paid in advance



“Alan Miltz is the speaker who has had largest impact on my life so far. The take away was that it is possible to understand my business as a whole and craft a business that works by watching and moving just a few key levers at a time. It has completely changed my life.”

David Bartholomeusz
Founder Griffin Alliance, Serial Entrepreneur

BIOGRAPHY

With over 20 years executive experience in a wide variety of industries, including financial services and manufacturing, Alan Miltz is a solution focused high level Corporate Executive with impeccable integrity and professional reputation.

Alan's executive background ranges from founding director of Inmatrix Pty Ltd, founder of Cash Flow Story, and director of Pearl Finance Australia. Alan has extensive experience across all major finance fields, including financial analysis and debt finance boosting. Working across Europe, Asia and the USA as an accomplished speaker at seminars and conferences, Alan has a wide ranging experience and understanding of global banking operations.

A passion for analysing critical business requirements, Alan is a board member of nine prominent companies where he is valued for his skills in identifying deficiencies and potential opportunities, formulating strategy & implementing subsequent innovative & cost effective solutions.

As founding director of Inmatrix, Alan has developed financial analysis techniques that have become a global standard for Businesses, CPA's and Banks. These techniques are now being used in 30 Countries by over 20,000 customers including over 300 of the major banks in Australia, USA, Canada, South Africa, Thailand, Malaysia, Philippines and Hong Kong. Alan has also completed in excess of 200 Business Plans for public companies and large private enterprises.

Alan's concentrated business savvy has also assisted a large number of Australian companies to successfully raise debt finance from the major financial institutions to over \$1.4B to date. Voted Best Speaker in Australia for TEC, the world's largest CEO forum, Alan has been invited as a guest speaker at many CEO conferences globally, including the USA where in 2014 he presented to over 5000 leading CEO's.

Alan has also been a leading presenter at the CEO Syndicate in Australia for many years. Alan is a highly recognized speaker and a keynote presenter for the Entrepreneurs Organization including presentations at the EO Universities in Tokyo, Berlin, Barcelona and at their executive education program that takes place in Boston, MA, USA. Alan was rated best speaker at the EO/MIT Entrepreneurial Masters Program.

During his career Alan has been involved in every level of company management giving him an incredibly strong grounding in all facets of business operations. With extensive experience as a senior executive, Alan has a thorough knowledge of what it takes to run an effective multinational business and is a valuable contributor to any organisation.

“One of the best business presenters I have ever been privileged to see and hear”

Hon. Alan Stockdale
Former Treasurer (1992-1999)
Minister for IT & Multimedia (1996-1999)
Government of Victoria, Australia

“I LOVE the reporting structure – a very valuable one hour piece of the monthly or quarterly review of the business. You are just brilliant. Thanks for continuing to evolve tools to help grow firms.”

Verne Harnish
CEO Gazelles, Author of Scaling Up (Rockefeller Habits 2.0); Fortune's The Greatest Business Decisions of All Time; and Mastering the Rockefeller Habits

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