

# BUILDING A FOUR CHAPTER TEAM

**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.

It's imperative that your senior management team across Marketing, Operations and Finance understand how they impact cash flow in order to put your business on the path to financial and business excellence.

Using the world renowned tools that Alan has created, a four hour workshop is held with senior management teams entitled "Building a Four Chapter Team".

## THE FOUR CHAPTER TEAM

Alan will provide you with the implementation tools and solutions to achieve business excellence using his One Page Financial Scorecard, Monthly Management Reporting Process and Banking Excellence techniques including:

1. The 4 chapters of financial excellence (profitability, working capital, other capital, and cash flow and funding). How is your business performing in relation to the four chapters? What does every number mean, how you can improve them, how do your non-financial staff impact the numbers' performance? Alan will provide a flow chart covering every ratio and the techniques to improve.
2. The big 3 cash measures to be implemented in your business.
3. Colour coding your financial performance.
4. How to fix your business using the Power of One. How many 1% or 1 day changes does your business need to make to achieve its financial goals?
5. 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. This includes all the spreadsheets to calculate all the numbers (you'll be provided with the report, the spreadsheets & full details on how to implement the process).
6. How to create a culture of financial and business excellence ensuring your non-financial managers understand your business.
7. How to ensure your organisation understands the way the banks view your performance and how to build a true partner with your bank through improved communication. Banking templates will be provided.

**Alan will enable your organisation to improve cash flow and grow the value of the business through his informative and interactive implementation class.**

**Does your senior management team have a true understanding of how their areas of the business directly impact Cash Flow? Alan will provide your team with the tools to build a Four Chapter Team 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.
- How to improve your business using the Power of 1.
- Your monthly management / board meeting process covering all aspects of your business.
- Your banking communication and templates.

## BENEFITS TO YOUR BUSINESS

- Improved Cash Flow.
- A process that all areas of your business will understand and be able to follow (finance, strategy, marketing, HR and operations).
- Improved returns and growth in shareholder value.
- Creation of financial benchmarks.
- A common language: all key management discuss financial performance using the same terminology.
- Strategic board reporting.



**“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

**“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

## 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.

**“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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