

MAXIMUM...

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MAXFACT #25

Adversity has the effect of eliciting talents, which in prosperous circumstances would have lain dormant. – Horace

Use the challenging economic conditions as a motivator to look deeply within your organization for worthy cost savings and subtle revenue enhancements.

If you have questions or comments about today's **Profitability** message, please contact us at...

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MAXIMUM
Business Consulting, LLC
a mentor capital firm

...Profitability

Are you making money or turning it?

So often we hear people mention their gross sales figures; whether for themselves specifically, or their company in total. Yes, top line sales is an indicator, but the real storyline is about what's going to the bottom line?



Purposefully striving to manage net income is very important. Finding a way to involve the entire team can make this job easier. Specifically, by finding suitable ways to educate your team about how costs directly affect the company's success, and their payroll, great things can happen.

Profitability isn't the only focus, but it's key. **If your staff isn't properly tuned in to fiscal management, then wastefulness and lackluster attitudes may prevail...and the entire company will feel the burden.**

Ponder This...

How can we rally the team to enhance our bottom line?

We invite you to share this message with a friend or colleague.