



85% of Small Businesses are Leaking Profits in These 3 Ways!

This is a must read for all Small Business Owners!

As businesses transition from a sole tradership into growing companies with 3 or more staff, knowing your numbers becomes ever more critical for driving continued growth outcomes and profitability. We were shocked when our research showed that 85% of businesses were leaking money through 3 easy-to-fix expenditures, which was holding them back from profitability and taking things to the next level!

1

Profit Leaker 1: Wages

Employee salaries/wages are often one of the highest running costs of business. The answer is not to go off firing staff to simply reduce your costs, instead you need to have a look and see if you have the right person doing the right job? Are your staff on board with your business plan, are they willing to steer the ship in the direction of success with you. We work on an average that your wages should be 33% of your income - What is your percentage?

2

Profit Leaker 2: Suppliers

How is your relationship with your major suppliers? When was the last time you asked for a better deal? Are there discounts for buying in bulk, or can you negotiate better payments terms? Savings here can be huge, and you'll be placing yourself as a more prominent/proactive business than your competitors. Give it a go - what's the worst that can happen!

3

Profit Leaker 3: Subscriptions

How many active subscriptions do you have? It's a hard question to answer in this digital online world. There is literally a subscription for everything. \$40 here, \$30 there... it can quickly add up to hundreds a month and thousands a year. Also have a look at the user levels, sometimes reducing the user access can reduce the fees. Turn off auto-renewal, a lot can change in 12 months, use this as a reminder to re-evaluate its effectiveness in your business. Is this product still the best fit for your business, do you still need it, and could it be condensed into another program you have?

About Astute Administration Services

Astute Administration Services are your ultimate Gold Coast Bookkeeper for Quickbooks & Xero! We take a unique and innovative approach to bookkeeping and offer consulting, training, and tailored bookkeeping solutions to help business owners take things to the next level.

Want this fixed RIGHT NOW??

These 3 easy-to-fix expenditures leaks can be the difference between driving profitable growth and the stagnant struggle. A professional bookkeeper will be right across these for your business to make sure your numbers are growth positive.

Get a Free Profitability Report (normally \$199)

If you don't have anyone to call, one of our expert Gold Coast Bookkeepers can conduct a profitability analysis on your business. We'll show you if you're leaking profits through one of the above expenditures, or if it's one of dozens of other common mistakes many owners are making with their books.

Contact Astute Administration Services on 07 5609 6697 or via www.astuteadmin.com.au and ask for a Free Profitability Report.