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## **\$ Profit Builders Inc.**

### **BUSINESS CONSULTANT**

*Good solutions for your business!*

Helping You Out-Think, Out-Perform and  
Out-Earn the Competition-Risk Free & Guaranteed!

## **The Five Building Blocks of Business**

**Are any of these your concerns?  
Put a check net to the one that concerns you!**

### **List of Business Financial Concerns**

Planning	Determining Manpower Requirements
Financial Reorganizations	Expansion
Capital Structure	Promotion
Long Term and Short Term Finance Policies	Employee Training
Cash Flow Forecasts	Equipment Feasibility Studies
Budgeting of Operations	Daily and Weekly Cost Reports on Labor, Material and Overhead
Allocation of Retained Earnings	Performance Measurement Systems
Source and Use of Funds	Data Processing System analysis
Economic Factor Analysis	Reserves
Financial Relics	

### **Common Marketing Concerns**

Sales Growth	Programming
Organization	Market Research
Compensation Structure	Agency Selection

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Sales Promotion  
Sales Forecasting  
Market Analysis  
Sales Training  
Record and Control  
Advertising  
Budget  
Demographics

Public Relations  
Industry  
Stockbroker  
Government  
Employee  
Union  
Community  
Competition

### **Common Management Concerns**

Executive Appraisal  
Committee Assignments  
Supervision of Execution  
Planning  
Company Policies  
Profit Planning  
Margin Percentage  
Acquisition  
Rate of Overhead Absorption  
Capital Management  
Executive Development  
Short & Long Range Goals  
Economic Studies  
Feasibility Surveys  
Product and/or Service Pricing

Competitive Activity  
Financial & Operational Analysis  
Employee Benefit Programs  
Pension Plans  
Profit Sharing Plans  
Combination Pension & Insurance Trusts  
Long Range Incentive Plans  
Product Line Analysis & Evaluation  
New Product Research Planning  
New Product Development  
Strategic Planning  
Organizational Studies & Structure  
Executive Motivation  
Internal/ External Communications  
Management Reports

### **Common Business Operations Concerns**

Production

Personnel

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Plant Capacity  
Material Handling  
Cost Reduction Programs  
Product Planning & Scheduling  
Standards  
Plant Layout  
Quality Control  
Methods Improvement  
Preventive Maintenance  
Automation Analysis  
Supervisory Training  
Organization Analysis  
Work Measurement  
Work Simplification  
Cost Control Planning  
System & Procedure Analysis  
Records & Forms Control  
Committee Assistance

Wages & Salaries  
Administration  
Supervisory Management  
Employee Training  
Wage Incentives  
Supervisory Incentives  
Operation Analysis  
Job Evaluation  
Job Standards  
Time & Motion Studies  
Purchasing  
Procedures & Controls  
Inspection (receiving)  
Inventory Management  
Records Development  
Value & Analysis  
Specifications & Standards  
Production Bottlenecks

**List of Business Control Issues**

General Accounting  
Simplified Accounting  
Accounting Systems & Procedures  
Cost Systems  
Costing Methods  
Cost Controls  
Cost Analysis  
Profit & Expense Control

Reports  
P & L Statement  
Balance Sheet  
Performance Reporting  
Data Processing System Analysis  
Feasibility Studies  
Equipment Determination  
Manpower Selection

[When you have completed your answers please submit your answers to us. Thank you.](#)