**Cash:** Cash Acceleration Strategies (CASh)

**A**

Sales Cycle

**C**

Delivery Cycle

**D**

Billing & Payment Cycle

**Cash Conversion Cycle (CCC)**

**B**

Make/Production

& Inventory Cycle

**A**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Shorten Cycle**  **Times** | **Eliminate**  **Mistakes** | **Improve Business Model & P/L** |
| **Ways to improve your Sales Cycle** | | | |
| **1** |  |  |  |
| **2** |  |  |  |
| **3** |  |  |  |
| **4** |  |  |  |
| **5** |  |  |  |

**B**

|  |  |  |  |
| --- | --- | --- | --- |
| **Ways to improve your Make/Production & Inventory Cycle** | | | |
| **1** |  |  |  |
| **2** |  |  |  |
| **3** |  |  |  |
| **4** |  |  |  |
| **5** |  |  |  |

**C**

|  |  |  |  |
| --- | --- | --- | --- |
| **Ways to improve your Delivery Cycle** | | | |
| **1** |  |  |  |
| **2** |  |  |  |
| **3** |  |  |  |
| **4** |  |  |  |
| **5** |  |  |  |

**D**

|  |  |  |  |
| --- | --- | --- | --- |
| **Ways to improve your Billing & Payment Cycle** | | | |
| **1** |  |  |  |
| **2** |  |  |  |
| **3** |  |  |  |
| **4** |  |  |  |
| **5** |  |  |  |