

Cash Action List

1 Prepare **Power of One** or **Stress Test**

Including adjusted income for stimulus support as well as adjusted expenses

2 **Break-even – Cash + Targeted profit**

Adjusting for stimulus support and adjusted expenses will make this lower.

3 **Receivables**

Have you provided special terms to customers – how will you fund these?
Is the arrangement clearly communicated?

4 **Research and development** or export market development grants

Are you aware / and are you eligible?

5 **Identify improvements** to:

- Sales cycle
- Inventory cycle
- Delivery cycle
- Billing and payment cycle

Refer to Cash Acceleration Plan Worksheet

Remember!

Should you have any questions or require any assistance, contact your accountant or a member of our [Focus Advisory](#) division today.