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# Abundance Notes

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## Got Cash Flow?

Greetings Sue ;

As we enter the second quarter of the year, it's a great time to review the cash flow in your business. I'm not talking about the "paper" money flow in your business, but the actual cash available to you to take home.

As business owners it's easy to grow complacent about cash flow. Seems crazy, doesn't it? But it's actually easy to see why. We become accustomed to running all our expenses through our business (all the legal ones anyway!) and when the cash seems short at the end of the month, we blame it on all those "extra" expenses.

When was the last time you looked at your true cash receipts (this includes your credit card and check receipts)? What about reviewing your expenses with a critical eye? In today's economy, many of the vendors you have been doing business with for a long time have become more competitive. This can result in a savings to you - but only if you ask!

Start with the expenses directly associated with your receipts. What does it cost you to bill your clients? Can you do it through email and save printing, envelopes, postage and bill stuffing labor? How about your credit card fees? Can you save on the percentage being applied to your credit card receipts?

You can begin with the small items and, as you create more cash, move to the bigger items. A client recently told me about her friend who successfully negotiated a new, lower rental fee for her retail space. She did it with a particularly difficult landlord who, in today's market, really didn't want to lose a good tenant. You will never know unless you look with a keen eye and make the call.

We can help you identify areas in your expenses that might be lowered, renegotiated or simply canceled. Call us to take a look at your books and start increasing your cash flow today!

In Abundance,

**Featured Article**

Sue Thompson  
Abundance Accounting, LLC

Shed your winter coat - spring is right around the corner. If being healthy is part of your 2009 plan then join us!

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