Cash Flow Coaching Kit

[Narrator] - Health Check Coaching Tips.

Peter Knight, Director, Knight Partners.

[Peter Knight] - The Health Check helps our clients by getting them to look at the different areas of their business that they need to be aware of.

The Health Check allows them to focus on the key components that are important for business.

By taking a few minutes, it gives them a chance to self-assess as to how they stack up on each of those areas.

Trust the process.

Others have gone before you and have used this.

Best way to do it, slide it over the table to your client and say nothing.

Just let them work their way through it.

It's so intuitive, it's easy to follow.

They'll know what to do.

[Narrator] - Ian Wood. Managing Director, Value Beyond Business Advisors.

[Ian Wood] - The small business clients have reacted in different ways depending on the results.

If the results are positive then obviously they are quite happy with that, but still looking for ways to improve.

If it's been negative then that can obviously open up a lot of conversation around why it's got to that point.

But usually, it's basically a door to open to get them to change the way they're training.

And also, change the way they're managing their cash flow to try and improve their position.

[Narrator] - Dale Feim Founding Director, Dalcorp Accounting Services.

[Dale Feim] - Keep it simple, ask some broad questions and let the client work through the process and sort of discuss their business.

Let them run with the questions.

It enables them to get a bit more comfortable about the process and gives us as the practitioner, a bit more of an idea of where to head in which area within the Cash Flow Coaching Kit to focus on.