

## Cash Flow Coaching Kit Logo

[Narrator] - What business advisors think of the kit.

Peter Night, Director, Knight Partners.

[Peter Knight] - I really like the Cash Flow Coaching Kit.

I've used it with a number of clients already and probably the most important thing I've found is the structure that it provides to a conversation.

[Narrator] - Debra Anderson, Director, Andersons Tax.

[Debra Anderson] - It helps me as a practitioner, run my business, help my clients and it helps my clients run their business.

So it's actually a win-win.

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

[Ian Wood] - We use a Cash Flow Coaching Kit in our business with all of our clients.

Cash flow is the number one conversation we have.

Cash flow is important for small business.

It's vital to the running of a business, and making sure it actually can run successfully.

[Narrator] - Matthew Lee, Director, Lee And Alexander Chartered Accountants.

[Matthew Lee] - The Cash Flow Kit really hones in on the right questions to ask the clients.

[Narrator] - Fiona Bell, Principal, DependaBell Accounting Services.

[Fiona Bell] - The Cash Flow Coaching Kit gives the ability for us consultants to talk to the business owners about where their business is heading, how they're performing, things that we can do to help improve their business and their cash flow.

[Narrator] - Theo Kotselas, CEO, Archangel Wealth.

[Theo Kotselas] - I could see myself in this boardroom, with the clients next to us, going through the Cash Flow Kit and starting that conversation, which is absolutely critical, especially now.

[Narrator] - David Simmons, Chartered Accountant.

[David Simmons] - The Kit is a great tool. It is good for people from a start-up business without any business experience, to people who have been in business for many years.

There's something to be learnt for everybody.

[Matthew Lee] - We can now talk in a common language, Cash Flow.

Everyone seems to understand cash in, cash out, and it also forces us to focus on what really matters to the client.

[Peter Knight] - I think the Cash Flow Kit helps both the client and the accountant.

I think it helps the client by getting a good understanding of the different areas to focus on in their business.

But I think additionally, it helps the accountant or the advisor, by skilling us up in a whole range of areas.