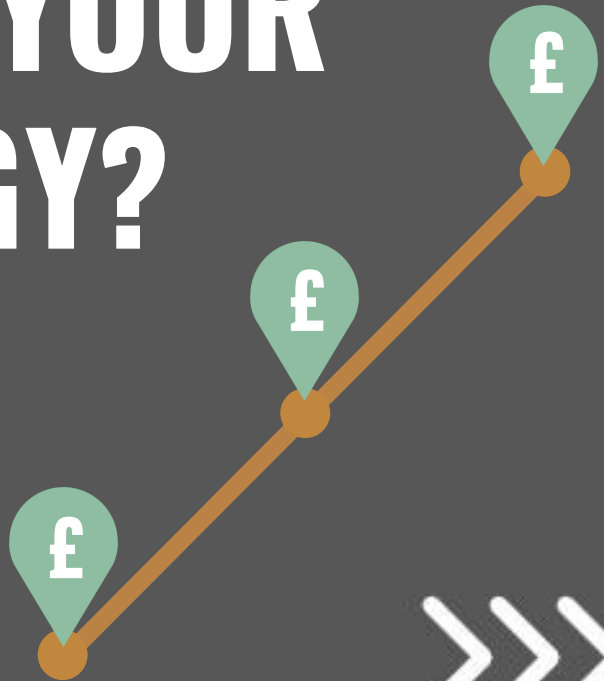


IS YOUR FINANCIAL MODEL FIT FOR YOUR STRATEGY?



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A FINANCIAL MODEL LOOKS FORWARD AT KEY PARTS OF YOUR BUSINESS STRATEGY

So, what do you look for to make it most useful?





ASK YOURSELF:
HOW DO YOU WANT THE
FUTURE TO LOOK?
WHAT WILL IT TAKE
TO GET THERE?





?

WHAT WILL YOUR SALES LOOK LIKE?



?

WHAT COSTS WILL YOU INCUR?



?

**WHAT INVESTMENT IS REQUIRED TO
DRIVE THE GROWTH?**



SALES FORECASTING UNCOVERS UNSPOKEN ASSUMPTIONS

The process of forecasting your sales surfaces important topics to consider:

Where are the sales going to come from?



Will we need new products and services to get there?



What will it take to improve on previous years?



Sales can't go up without additional costs -

THE TRICK IS TO GET THE BALANCE RIGHT!



How many
more people
will we need
to achieve
these sales?



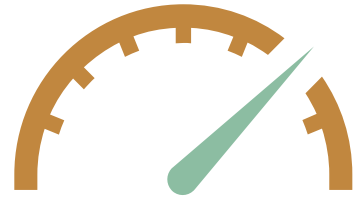
What new
equipment
will be required
to deliver
the work?



Where will
the funding
come from
to invest in
the growth?



**BENEFITS OF CREATING A
FINANCIAL MODEL
ARE NOT JUST
ABOUT PREDICTIONS
THEY ARE ABOUT
SHAPING YOUR BUSINESS WITH
KEY DECISIONS**



The process will challenge you to ask difficult questions and

BUILD A BETTER BUSINESS



WHAT HAS YOUR EXPERIENCE BEEN?



Join the conversation
in the comments below

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EXPERTS IN STRATEGIC BUSINESS GROWTH

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