

Lazarus Resources

Advisors to Management, Investment Bankers

Bringing Business to Life

Ten Warning Signs for Your Business

Investment Banking

- Mergers & Acquisitions
- Restructurings
- Workouts
- Recapitalizations
- Debt Financing
- Equity
- Strategic Partnerships
- Negotiations

Here are ten signs that your business may be heading for trouble:

Declining customer counts- Even if your sales are steady, you may find that you have fewer customers.

Low repeat and referral business- Obtaining new customers can be more expensive than repeat business.

Declining sales- If sales are declining you are in for trouble. Watch the ratio of orders books to orders invoiced, if it is declining, it is a warning sign.

High employee turnover or low morale- Worker turnover is expensive and low morale can cause costly errors.

Declining profit margins- Costs rising faster than sales will wipe out future profits.

Vendor concentration- Disproportionate purchases from one vendor can allow too much control by the vendor.

Increase in receivables- If receivables increase without a proportionate increase in sales, you are heading for a cash shortage.

Inventory build-up, slowing turnover- Slow moving inventory eats up cash.

Rising debt- If you are borrowing or not paying down on credit lines, you are heading for a cash flow problem.

Increase in accounts payable aging- As you pay your payables slower, you risk jeopardizing vendor relationships.

If you observe any of these signs, call us to find out what you can do about them before there is a crisis.



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Management Advisory

- Corporate Leadership
- Turnaround Management
- Business Planning
- Strategic Planning
- Succession Planning
- Interim Management
- Training

Time for a Check Up

Lazarus Resources recommends that business owners get a semi-annual checkup.

During a check up we benchmark and update your company's vital statistics, and assess it over-all health.

We identify potential problem areas and make recommen-

dations to improve performance and increase value.

This is a service we offer to all of our clients. The cost is usually around \$2,500 and requires about two half days of the owners time. We deliver results in about 1 week.

We are able to the assist our

clients to implement improvements as necessary, and help our clients increase their profitability an over all performance.

Isn't it time you made an appointment for a checkup?