

HOW TO INCREASE THE VALUE OF YOUR BUSINESS

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Areas of Focus:

1. Upgrade Your Team
 2. Grow Your Recurring Base
 3. Enhance Your Financials
 4. Improve Processes & Procedures
- ❖ Increase the Value of Your Business

#1 VALUE ENHANCER?

Your Key People

WHY?

THEY DRIVE THE

SUCCESS OF YOUR BUSINESS



UPGRADE YOUR TEAM

1. Evaluate Everyone On Your Team
2. Cut Out The “Dead Wood”
3. Look For Quality People...They’re Now Available
4. Keep Your Top Performers Busy & Happy
5. Focus On Growing & Developing Your People



FOCUS ON GROWING YOUR RECURRING BASE

Increase Sales And Marketing Efforts

- **Develop Strong S&M Plans**
- **Seek New Networking Relationships**
- **Work On Improving Your Exposure**
- **Train & Develop Your Sales Staff**
- **Manage The Sales Activity Focus**



ENHANCE YOUR FINANCIALS

- **Reduce Your Debt Whenever Possible**
- **Limit Large Capital Purchases...**
 - New Vehicles
 - Office Equipment & Furniture
 - Facility Leasehold Improvements
 - Any Other Items That Depreciate
- **Focus On Improving Cash Flow and Cash Reserves**
- **Reduce Inventories**
- **Potentially Reduce Rolling Stock**
(Less Insurance, Accidents, Maintenance, Etc.)



IMPROVE YOUR PROCESSES & PROCEDURES

- = More Efficient Performance
- = Higher Productivity
- = Improved Profits
- = Increase In Equity Value

➤ HOW...

- Evaluate every process & procedure internally
- Seek assistance from NIN, if needed

FOCUS ON

- Upgrading Your Team
- Growing Your Recurring Base
- Enhancing Your Financials
- Improving Your Processes & Procedures

**AND BEGIN INCREASING YOUR
COMPANY'S VALUE!!!**



**If you would like to discuss HOW
TO INCREASE THE VALUE OF
YOUR BUSINESS in more detail,
contact us at...**

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