



**The Profit by Design  
Management System™**

## PROGRAM INFORMATION



Small Business Advisors Limited  
P O Box SN 302, Southampton SN BX  
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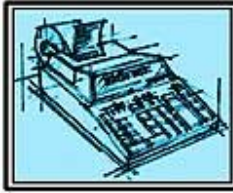
**The Profit by Design  
Management System™**

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We work with small and medium-sized business owners.  
We created ***The Profit by Design Management System™***. It will assist you in identifying what systems and processes you should implement in order to maintain effective financial and operational control over your business.



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## **Program Overview**



**The Profit by Design Management System™** helps you identify what systems and processes you should implement in your business in order to maintain effective financial and operational control over your business. Created by David Hills and assisted by Anthony Foster, Raymond Tannock, and Clarence Borden, *The Profit by Design Management System™* will help you initiate the steps required to optimize your money-making potential."Many entrepreneurs have successfully initiated their businesses based either on a particular skill that they have or an opportunity that they identified in the marketplace for a product or service. In the early stages of the business the management, particularly from a financial aspect, takes the form of maintaining some type of financial record and, in many instances, either calling the bank or going on-line, to determine what funds are available. They do not establish financial or operational management systems and processes that might assist them in effectively managing all of the aspects of their business. In most cases they may not have a clear plan to take advantage of the potential financial strengths inherent in their business," say Hills. "They usually feel that creating these systems are just another cost and will reduce the funds available to them. They often manage their finances and more frequently their cash in a reactive manner and are therefore faced with constant cash crisis. They are often in constant touch with their Banker attempting to determine how much more they can put on their overdraft or, worse still, borrow against the remaining equity in their home. They are usually disorganized and have no processes or systems. They may not have a financial budget or set revenue goals. This lack of systems and process, when combined with the constant cash crisis, often has them in difficulty with the bank. As a result, they may be unhappy with the results they are obtaining from their business and lack confidence in their future. That's why we created *The Profit by Design Management System™*: to help business owners create a plan to fully develop financial and operational systems and process for their business.



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## The Profit by Design Management System™

*The Profit by Design Management System™* is divided into three distinct stages. In stage one, we help you assess your current situation and identify specific priorities for taking action relative to your financial systems.. Working together in stage two, we help you develop strategies and a **Profit by Design Management System Path™**. In stage three, we help you develop a **Profit by Design Management System Team™** to implement your plan, and evaluate your progress on a regular basis.

"We developed this process after recognizing that with our combined business experience both in the small and medium sized market segment as well as large corporations that we could assist entrepreneurs in the implementation of more effective financial and operational management systems," Hills says.

"We help them understand their current situation—both strengths and weaknesses—and create a powerful vision for the financial and operational systems that they can utilize to gain control over their business. Then we look at the roadblocks standing in their way, develop strategies to overcome them, and review all of the tools to help them initiate action to achieve their newly created financial system goals."

To help you get started with our process, you can participate in **The Profit by Design Management System Workshop™**. During the session, you work with us through the first stage of our process. When you've completed the session, you'll be ready to participate in **The Profit by Design Management System™**, designed to help you develop and implement your *Profit by Design Management System Action Path™*. You can also take advantage of our Strategic Planning Programs as well as **The SBA Tuning Toolbox™**, our full suite of resources and capabilities



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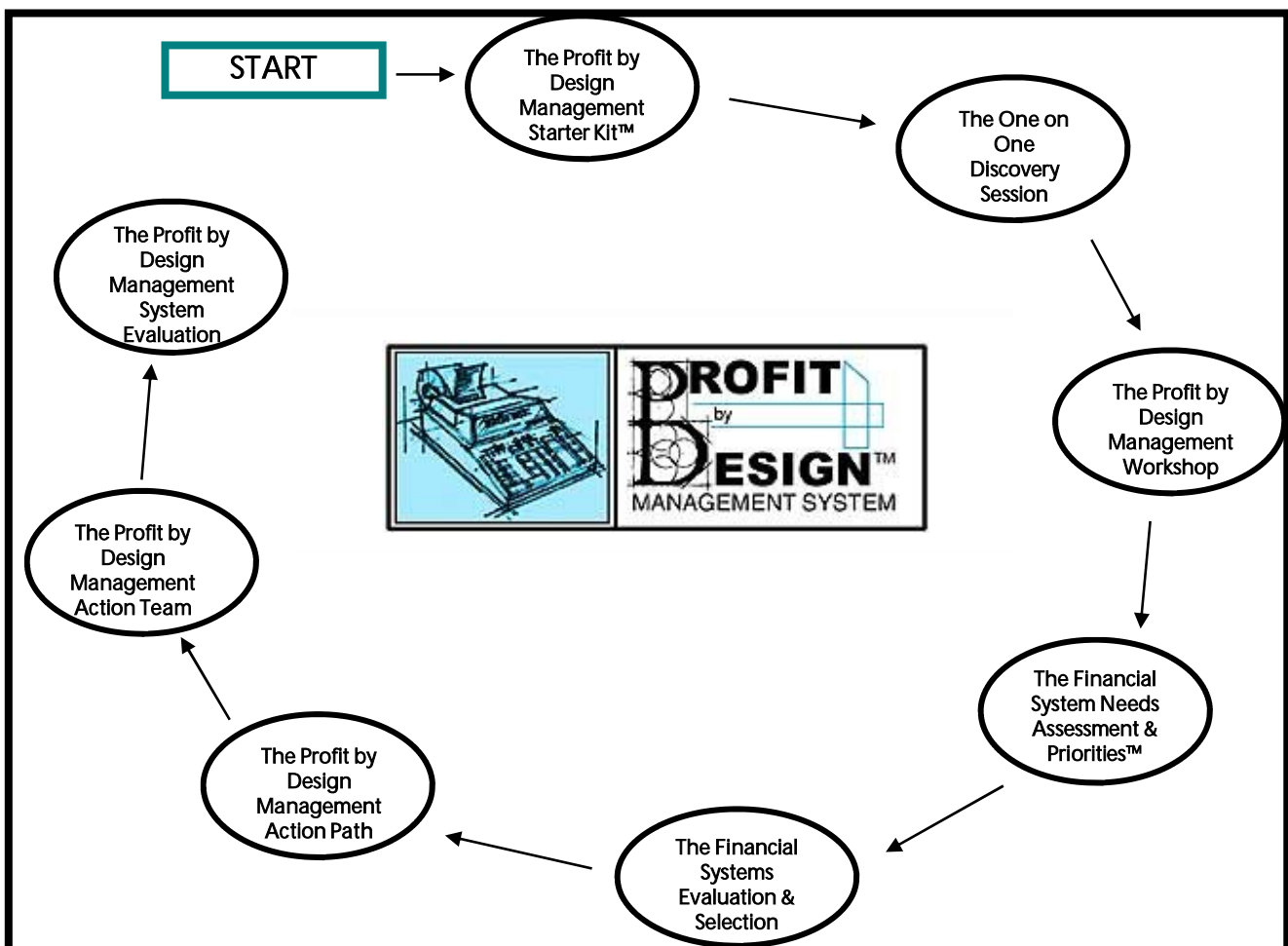
"When you have completed the process, you will be achieving your financial and operating system goals by creating a step by step plan to transform goals into actions. You will have put in place the processes and systems needed to achieve these goals in a rational way. You will have taken the first steps to improve your financial and operational management. You will be taking the first steps towards maximizing your earning potential. You will have created the potential to improve your cash flow. You will be more organized financially as well as operationally and have more efficient and effective processes and systems. And, most importantly, you will have taken the first steps towards optimizing your money making potential.

For information about *The Profit by Design Management System Approach™* call  
441.298.7832

Or email to [info@smallbusinessadvisors.ca](mailto:info@smallbusinessadvisors.ca)



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**The Profit by Design Management System™** helps you achieve your business goals by transforming your business goals into specific and measurable plans. Created by David Hills, *The Profit by Design Management System™* helps you to identify what systems and processes you should implement in your business to maintain effective financial control. When you have worked through *The Profit by Design Management System™* you will:

- *Have identified what processes and systems are needed to achieve your financial management goals in a rational way;*
- *Have identified what financial management systems should be implemented;*
- *Have initiated actions to move towards maximizing your earning potential and improved your cash flow;*
- *Have systems for reporting to various stakeholders on your financial results;*
- *Have taken the first steps towards developing a proper business and financial plan;*
- *Have greater control over your Business and be proactive in your planning.*

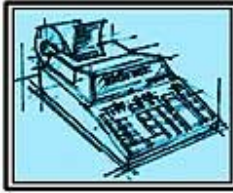
**For information contact us at [info@smallbusinessadvisors.bm](mailto:info@smallbusinessadvisors.bm)**



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## The Profit by Design Management System™

**The Profit by Design Management System Workshop™** is your opportunity to begin achieving your Business goals by identifying the action priorities and creating an action plan to transform them into reality. During this session, you work with us to complete the first stage of **The Profit by Design Management System™**.

When the session is complete, you will have created an exciting and important vision and you will know what actions you need to take to achieve that vision.

*Yes, I would like to sign up for **The Profit by Design Management System Workshop™***

**The Profit by Design Management System Report™** provides interesting, useful and timely information to help you achieve your business goals. *The Profit by Design Management System Report™* will help you optimize your money-making potential, while creating the potential to assess other areas of your business and your life.

*Yes, I would like to sign up for **The Profit by Design Management System Report™***

*Please complete this registration form and fax it to us  
at 441-295-7832*

Name: \_\_\_\_\_

E-mail: \_\_\_\_\_

Company: \_\_\_\_\_

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