

"WE WILL PROVIDE VALUED SERVICES, PRODUCTS AND SOLUTIONS TO OUR CLIENTS – ALWAYS!"



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IN TOUGH ECONOMIC TIMES, KEEP YOUR EYE ON THE BALL

When the economy slows, we all worry about keeping sales up. However several single hits can score as well as a home run.

1

Accounts Receivables

Watch your accounts receivables. Are there any large customers who used to pay on time, but have now slipped? Maybe a quick phone call is all you need to get that payment. Ask them if you're pricing and service is still meeting their needs. Also a credit check is a good idea for all customers, not just the new ones.

2

Renegotiate Your Loans

By the way...have you been a good customer for your bank? This may be the time to renegotiate your loans and pay down some debt if you are in a more solid financial position. A line of credit, if you don't have one, may also provide you with much needed flexibility.

3

Marketing & Networking

When sales are slow, too many businesses cut discretionary spending and advertising. Re-think your product mix and launch new products to diversify. Think about what makes you better and unique. A little marketing and networking may help your sales improve slowly.

Three singles may not sound exciting, but a run is still a run – and they all add up to a score.

We welcome your feedback, questions and inquiries about our services. You can reach us at info@olbrichtgroup.com We look forward to hearing from you!

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