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Financial Statements as a Tool to Understand your Business

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Managing Cash Flow

Here's what we'll cover today



Understanding cash flow:

1. Balance Sheet
2. Income / Profit & Loss (P&L) Statement
3. Cash Flow Statement
4. Statement of Owner's / Stockholders' Equity

Forecasting operating cash flow

1. Important questions and "What If" scenarios
2. Understanding when you need access to additional capital

Important resources and templates to get started – all available online!

1. Cash flow forecasting basics [video](#) and [guide](#)
2. [12-month cash flow template](#) (PDF)
3. [12-month cash flow template](#) (Excel)



Why is Understanding Cash Flow Important?



According to a U.S. Bank study, 82 percent of **business** failures are **due** to poor **cash flow** management, or poor understanding of how **cash flow** contributes to **business**.

What is cash flow?

Cash flow is the net amount of **cash** and **cash**-equivalents being transferred into and out of a business. At the most fundamental level, a company's ability to create value is determined by its ability to generate positive **cash flows**.

Managing Cash Flow



How can you run a more profitable company?

Do you have a clear picture of your company's cash flow and balance sheet?

- If yes – do you know how to review financial documents to see if there are areas you can reduce your costs?
- If no – do you know how to get started and review how money is coming in and out (flows), giving you an accurate picture of your bottom line?

Goal : Run a more profitable company!



Key Concepts:

Accounts Receivable Turnover – How quickly a business is collecting money owed by clients

$$\text{Net Credit Sales for a Period} / \text{Average Accounts Receivable for a Period}$$

Accounts Payable Turnover – How quickly a business makes payments to creditors

$$\text{Purchases on Credit for a Period} / \text{Average Accounts Payable Balance for a Period}$$

Four Views of a Company's Financial Health



Pro Tip: If you don't have a CPA, consider getting started with cloud-based accounting services. They often work with a download of online banking history.

Balance Sheet

Helps Answer: "Current financial situation?"

Indicates the cash position of the business and what the owner's equity is at any given point of time or a "snapshot" (the balance sheet will show assets, liabilities, owner's equity and retained earnings).

Statement of Owner's/Stockholder's Equity

Helps Answer: "How much income is being retained?"

Retained earnings shows what can be reinvested to fund growth.

Income or Profit & Loss (P&L) Statement

Helps Answer: "Is the business profitable?"

Summary of business revenues and expenses over a period of time (ex: monthly, quarterly or full year)

Cash Flow Statement

Helps Answer: "What is the outlook?"

Shows money coming in and out and how well the company generates cash to pay its debt and fund its operating expenses. *Healthy cash flow is critical to the survival of the business!*



Quick Overview of Financial Statements



Income Statement

Revenues
- Expenses
Net Income

1

Statement of Owner's/Stockholders' Equity

Beginning Stockholders' Equity
+Net Income
-Dividends
Ending Stockholders' Equity

Statement of Cash Flows

+/- Cash Flows from Operating
+/- Cash Flows from Investing
+/- Cash Flows from Financing
Change in Cash
Cash at Beginning of Period
Cash at the End of Period

3

Balance Sheet

Cash
Other Assets
Total Assets
Liabilities
Common Stock/Owner's Equity
Retained Earnings
Total Liabilities & Stockholders' Equity

2

Financial statements are for illustrative purposes.

Balance Sheet

Statement of a Financial Position



Indicates the cash position of the business and what the owner's equity is at any given point of time or a "snapshot" (the balance sheet will show assets, liabilities and retained earnings).

Assets: Current & Non-Current Assets

- **Current Assets:** Can be converted into cash within ONE year
- **Non-Current Assets:** Long-term assets that are used in operations to generate profit and can't easily be converted into cash

Liabilities: Current & Non-Current Liabilities

- When something is owed to a third party (such as suppliers, lenders)
- **Current liabilities:** Expect to be settled within ONE year
- **Non-Current liabilities:** Don't expect to be paid soon

Equity: Owner's Equity & Retained Earnings

- When something is owed back to the owner
- Profits held for future use

What does a balance sheet look like?



Assets = Liabilities + Owner's Equity

Balance Sheet Statement As of December 31, 2020

ASSETS

Current Assets

Cash	\$65,000
Accounts Receivable	\$25,000
Pre-Paid Inventory & Expenses	\$20,000

Total Current Assets	\$110,000
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Non-Current Assets

Equipment	\$50,000
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Total Non-Current Assets	\$50,000
---------------------------------	-----------------

Total Assets	\$160,000
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LIABILITIES

Current Liabilities

Accounts Payable	\$10,000
Salaries Payable	\$5,000
Taxes Payable	\$15,000

Total Current Liabilities	\$30,000
----------------------------------	-----------------

Non-Current Liabilities

Long Term Bank Loans	\$40,000
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Total Non-Current Liabilities	\$40,000
--------------------------------------	-----------------

Total Liabilities	\$70,000
--------------------------	-----------------

EQUITY

Owner's Equity	\$10,000
Retained Earnings	\$80,000

Total Equity	\$90,000
---------------------	-----------------

Total Liabilities and Equity	\$160,000
-------------------------------------	------------------

Income or Profit & Loss (P&L) Statement



Summary of business revenues and expenses over a period of time (ex: monthly, quarterly or annually)

Revenue: Product Sales, Services Rendered and Other earnings

Expenses: Direct & Indirect

- **Direct:** Costs we can trace through products or services (Cost of Goods Sold); tend to be variable
- **Indirect:** Costs of running the business which isn't directly traced back to the products (overhead like rent, employee salaries or marketing costs) – tend to be mostly fixed

Profit: Revenue – Expenses = Profit



Income or Profit & Loss (P&L) Statement



Key Question:

How do revenue, expenses and operating profit compare with a prior period?

Category	2019	2020	Change
Total Revenue	\$100,000	\$60,000	Lost revenue of \$40,000
Events	\$80,000	\$20,000	✗ Cancelled events
Online Orders	\$20,000	\$40,000	✓ Family meal menu online
Total Expenses	-\$60,000	-\$20,000	Expenses down by \$40,000!
Kitchen Rental	-\$25,000	-\$5,000	✓ Reduced overhead
Raw Materials	-\$30,000	-\$9,000	✓ Online orders done in batch
Online Site	-\$3,000	-\$5,000	✓ Invested in updating site
Interest on Debt	-\$2,000	-\$1,000	✓ Lower credit card usage
Profit	=\$40,000	=\$40,000	Same Profit as last year

Cash Flow Statement



How much cash does your business need and how long will it last?

Total Receipts: All incoming sales and revenue streams

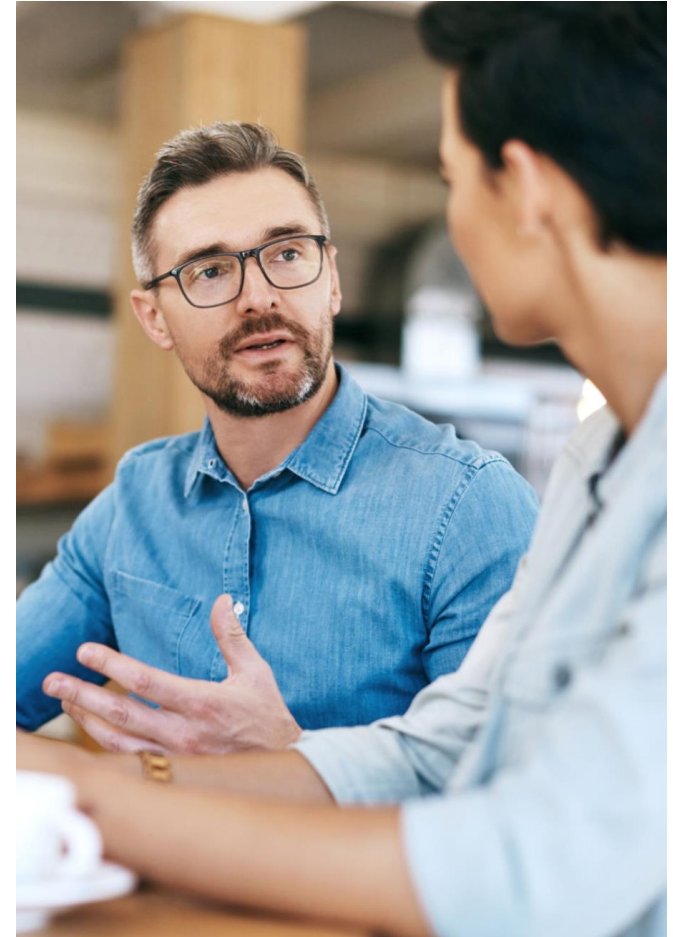
Total Cash Payments: Direct & Indirect Expenses

Example: Materials, stock and packaging, overhead fees like rent, taxes, utilities, website hosting, salaries and insurance – they all add up!

Net Cash Flow: What's left over from Total Receipts after Total Cash Payments are deducted – is this positive or negative?

Opening/Closing Bank Balance: What action do you take with the remaining balance?

- Reinvest back into the business?
- Remain in the accounts, if so – how long?
- Review options for business capital needs?



What does a cash flow template look like?



This will help you detail the cash coming into and going out of the business on a monthly basis so you can forecast future surpluses and shortfalls.

1.

RECEIPTS

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Sales	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other revenue	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Total receipts	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

2.

LESS PAYMENTS

Direct costs

Materials	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Stock	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Packaging	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Sub total for direct costs	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

Overheads

Accounting	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Bank Fees	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Cleaning	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Freight and postage	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Insurance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Interest	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Marketing and advertising	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Motor vehicle expenses	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Power	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Rent	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Repairs and maintenance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Salaries and employee expenses	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Subscriptions	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Tax	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Telephone	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Web site hosting and maintenance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Sub total for overheads	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

Total cash payments \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0

Net cash flow \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0 \$ 0

Opening bank balance \$ 0 \$ 0

Closing bank balance \$ 0

[Resources: 12-month cash flow template](#)

Understanding the Cash Flow Template



Let's take a closer look at revenues

1.

RECEIPTS	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Sales	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other revenue	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Total receipts	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

Tips for how to enter your revenues or "Receipts":

- Capacity: Use accurate figures from the past for accuracy in forecasting
Important: Double check you are taking into consideration seasonality
- Leave room for credit sales and late payers
Example:
80% of invoices are paid on time
10% are paid two months later
10% are paid three months later
- Look for industry benchmarks and trends related to your market area

Understanding the Cash Flow Template



Let's take a closer look at expenses

2.

LESS PAYMENTS

Direct costs

Materials	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Stock	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Packaging	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Sub total for direct costs	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

Overheads

Accounting	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Bank Fees	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Cleaning	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Freight and postage	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Insurance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Interest	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Marketing and advertising	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Motor vehicle expenses	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Power	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Rent	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Repairs and maintenance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Salaries and employee expenses	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Subscriptions	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Tax	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Telephone	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Web site hosting and maintenance	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Other	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0

Sub total for overheads \$ 0

Total cash payments \$ 0

Net cash flow \$ 0

Opening bank balance \$ 0

Closing bank balance

Tips for how you enter your expenses:

- Use accurate figures!
Example: Look at previous invoices, bills, and statements
 - Accounting software can help make this easier to summarize
- Understand the breakdown of direct and indirect expenses
 - What expenses directly impact your revenue?
- Are these fixed or variable expenses?
Example: Start-Ups tend to have more one-time initial fees
- Use industry benchmarks, are your expenses in-line with others that operate similarly to you?

Understanding the Cash Flow Template

A closer look at cash flow measures



Now that we've reviewed the cash flow statement let's look at some of the line items in more detail as they impact the business.

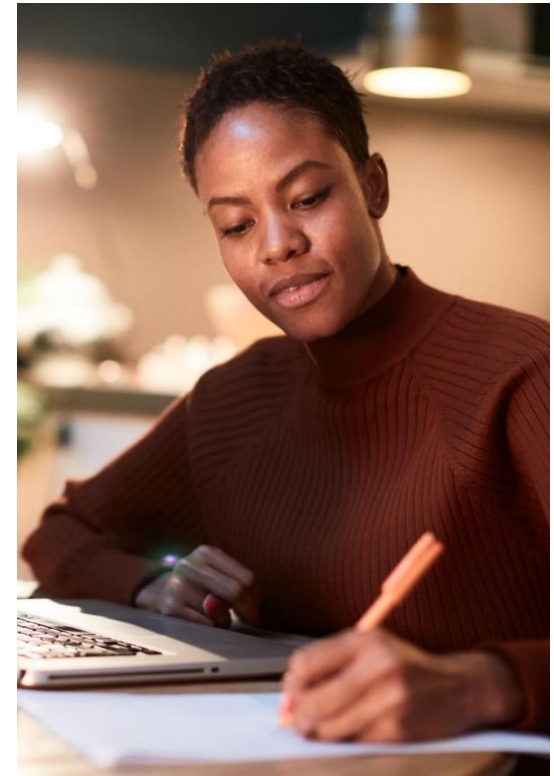
Sales and Revenue: What % of dollar volume is generated from marketing activities?

Direct Costs: Using MoM and YoY comparisons, is it time for the business to shop for a new supplier or source differently?

Overhead: Frequent review is important. Are the items required to generate Sales and Revenue?

Operating Cash Flow to Sales (found on Income Statement):

- $(\text{Net Cash Flow} / \text{Net Sales}) \times 100 = \text{Percentage}$
- For every \$1 in Sales, how much in Net Cash Flow is generated?
- High percentage is preferred, but type of industry plays an equally important role (ex: service-only business may have a higher percentage than a cost-heavy manufacturing facility)



What should a cash flow statement tell you?



Let's take a look at how we use past trends to get an outlook on the future

Looking back – compare month over month (MoM) and then year over year (YoY):

- When is there a cash flow surplus?
- What do you do with excess cash when you have it?
- When do you have a cash flow shortfall?
- What happens during a shortfall?
- Start Up: Actuals matching initial business plan?
Often start with negative cash flow for a while
- Established: How are current growth plans performing?

Looking ahead – at least 1-5 years:

- Template should breakdown into monthly increments
- Note what upcoming sales seasons look like
- Take into account industry studies or benchmarks
- Consider "What if?" scenarios
- Make detailed notes about the assumptions
- Understand how you came to all calculations
- Honesty is the best policy! This is **your** business.



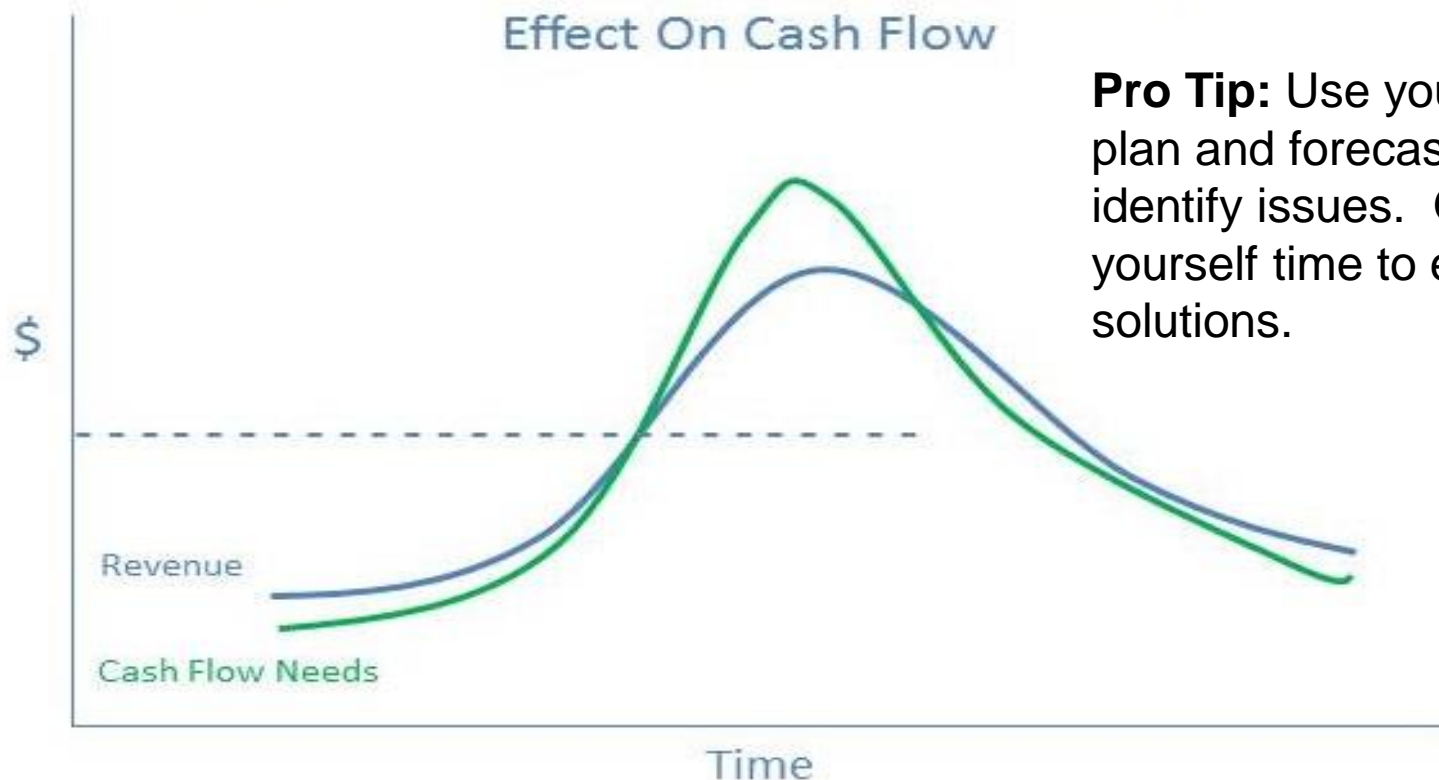
Cash Flow & Seasonality



Has your business plan helped you to identify potential cash flow shortfalls?

Seasonal Business Fluctuation

Effect On Cash Flow



Pro Tip: Use your business plan and forecasts to identify issues. Give yourself time to explore solutions.

What should a cash flow statement tell you?

Answer the "What if" Questions

Use your cash flow forecast template to try out different scenarios of business growth and challenges.

- What if you hire a full-time salesperson?
- What happens if you borrow money?
- What if you add new equipment?
- What if you increase capacity?
- Should you seek out lower costs?
- What if you land a big client?



Operating Cash Flow Analysis

Look to your cash flow to help predict when you may need access to capital.



Myth: It's all about the revenue coming into your business.

Truth: It's about how cash flows through your business.

Scenario: What if we opened up catering and online next year?

Category	2019	2020	2021 – Forecast
Total Revenue/Receipts	\$100,000	\$60,000	\$80,000
Events	\$80,000	\$20,000	\$50,000
Online Orders	\$20,000	\$40,000	\$30,000
Total Cash Payments	-\$80,000	-\$40,000	-\$82,000
Kitchen Rental (F)	-\$25,000	-\$5,000	-\$25,000
Raw Materials (V)	-\$30,000	-\$9,000	-\$25,000
Online Site (F)	-\$3,000	-\$5,000	-\$5,000
Interest on Debt (V)	-\$2,000	-\$1,000	-\$2,000
Owner Salary (F)	-\$20,000	-\$20,000	-\$25,000
Net Cash Flow	\$20,000	\$20,000	-\$2,000

Considerations:

Online business is more profitable but there may be less demand next year.

Demand for events business could bring in more revenue.

2020 may be a good year to consider access to a business credit or a line of credit to support either option.

What should a cash flow statement tell you?



Look to your cash flow to help predict when you may need access to capital.

Myth: "I'll apply for a credit when I need it"

Truth: Anticipate borrowing needs before they arise.

Most common borrowing reasons:

- ✓ **Growth in business sales:** Need to build up inventory, need to invest in staff or new equipment to help support
- ✓ **Change in working capital accounts:** Slower collection in accounts receivables, longer manufacturing lead times or suppliers want shorter payment terms
- ✓ **Fixed-asset purchase:** Need to purchase or replace equipment
- ✓ **Other cases:** Owner buyouts, payoff or consolidate debt, convert debt, etc.





Resources for Next Steps

- [Managing your cash flow starts with understanding three views of your business:](#)
- [Financial coaching and educational programs designed for small business owners from NFCC†](#)
- [Get help choosing the right account for your business, from checking and savings to loans and credit cards](#)



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