

How We Do What We Do

By Steve Hancox and Leonard Eppel, 2013

We believe that to operate effectively and efficiently, the people of an organization must share a common vision, commit themselves to executing the strategy, measure the right stuff, hold themselves accountable, and behave in a manner that defines the organization's culture. With that as our core belief, our job is easy to define. Our job is to:

- Ensure there is a shared vision (strategic plan)
- Confirm everyone understands and can fill their role and is aware of how to maintain alignment with the overall strategy
- Analyze the management reporting to ensure adequate, timely, and appropriate measurements
- Observe the activities, seeking evidence of data-driven decision making, communication, and initiative
- Ensure the adequacy of the CEO's dashboard

Tools We Use

Our toolbox includes a wide variety of proven approaches to deal with the challenges we face, including:

- Strategic Planning Facilitation
- Operational Management Assessments
- Forecasting (Sales, Profit, Capital, and Cash)
- Interim Executive Services
- Succession Planning Facilitation
- Computer Aided Modeling & Ad hoc Database Integration Techniques
- Customer, & Employee Meeting Facilitation – Informational and/or Directional
- Creditor Negotiation

Results We Have Achieved

With over thirty-five years of existence, we have worked with organizations in virtually every industry, with firms ranging in size from start-up to multi-billion dollar global enterprises. Our work is generally at the CEO's discretion; however a company's creditors or investors have requested our engagement as an independent party to review and assess.

Because we have consistently found ways to make significant improvements to the situation and outcome, many of our clients ask us to remain or return periodically. New client relationships generally begin with a referral from someone who has worked with us before. Favorable outcomes include:

- Multi-million dollar improvements to profitability and cash flow
- Successful transition to next generation management, leadership, and ownership
- Spin-off of business unit / sale of company / liquidation of assets
- Improved lender, vendor, customer, and investor relationships
- Improved employee morale
- Increased sales and market share
- Service and product quality improvements
- Discovery and remediation of underperforming products, services, and business lines
- Sustainable improvements throughout the organization

To learn more about Financial Resource Associates (FRA) for crisis management or profit improvement strategies, visit www.finresource.com or contact Steve Hancox or Leonard Eppel at:

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