

CASH FLOW STRATEGIES

Ideas and Strategies For Increasing Your Cash Flow This Year

Presented by **Gene Marks, CPA**



Managing cash flow continues to be one of the biggest issues small business owners face. Almost two thirds of small business owners are regularly stressed or have anxiety about cash flow concerns. In this challenging and uncertain economy, never has intelligent cash flow management been more important.

Join CPA, Author, and Columnist Gene Marks who will discuss some of the latest trends, technologies, best practices and strategies that smart business managers are implementing to manage their cash flow and build reserves to see them through to future growth.

- ✓ Technologies and strategies to help you intelligently revisit and segment pricing, product lines and margins.
- ✓ The latest tactics for managing receivable payables and the most relevant financial metrics needed to navigate your business through a downturn. Also some thoughts on reducing your taxes before year end.
- ✓ The newest and innovative cloud based technologies that are helping companies of all sizes increase productivity and profits.
- ✓ Financing options and opportunities available from governments, nonprofits, private organizations and other lenders.

G E N E
MARKS

**AUTHOR. COLUMNIST.
KEYNOTE SPEAKER.
BUSINESS ADVISOR.**

Forbes 
The Guardian
The Washington Post
The Philadelphia Inquirer
The New York Times
Entrepreneur.com



Gene's presentations help business owners and managers of all industries to look ahead, with specific actions for growing and profiting based on the strategies of other business owners in their industry.

See Gene in Action
www.GeneMarks.com



Book Gene for your keynote or breakout session

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GENE MARKS

AUTHOR. COLUMNIST. KEYNOTE SPEAKER. BUSINESS ADVISOR.

A past columnist for both The New York Times and The Washington Post, Gene now writes regularly for The Guardian, The Hill, Forbes, The Philadelphia Inquirer, The Washington Times and The Chicago Daily Herald.

Gene also hosts two very popular podcasts: Thrive and Small Biz Ahead where he interviews politicians, economists, policy makers, celebrities and entrepreneurs that impact business.

Gene has written 5 books on business management, specifically geared towards small and medium sized companies. His most recent is *Want More Cash?: 100+ Ideas And Strategies For Increasing Your Company's Cash Flow This Year*.

Nationally, Gene appears regularly on Fox Business, MSNBC, as well as CBS Eye on the World with John Batchelor and SiriusXM's Wharton Business Channel where he talks about the financial, economic and technology issues that affect business leaders today.

Gene owns and operates the Marks Group PC, a highly successful ten-person firm that provides technology and consulting services to small and medium sized businesses.

Prior to starting the Marks Group PC, Gene, a Certified Public Accountant, spent nine years in the entrepreneurial services arm of the international consulting firm KPMG in Philadelphia where he was a Senior Manager.

Through his keynotes and breakout sessions, Gene helps business owners, executives and managers understand the political, economic and technological trends that will affect their companies and—most importantly—the actions they can take to continue to grow and profit.



TESTIMONIALS

👍 "I finally got to hear Gene speak! This was at our National meeting in Orlando. **He is AMAZING!** Our builders loved him and just everything he had to say. Unfortunately, I only caught the last 15 mins or so of his speech due to working at the event for the most part. But just from what I heard **I was "wowed" to say the least.** He is truly amazing at what he does."
— Sylvia Gonzalez, Sales & Marketing Administrator, Nucor Building Systems

👍 "Good morning, **Gene, without a doubt, your presentation was the best closing session I have ever attended.** I know you are doing the kickoff for Symposium and I'm sure I will be saying the same for the kickoff session. Somehow, you managed to make all the tough news entertaining. It was a master class on presenting."
— Linda Dodd, Learning Specialist, North Carolina Association of CPAs

👍 "In a word.... **WOW! Gene absolutely delivered.** He was spot on for our small business members. He packed a lot into 45 minutes and left everyone with something to take away. People were taking pictures of his slides during his presentation. The conversations about his keynote continued throughout the day. People said they emailed him right after he got off stage. Others mentioned that they were emailing their own accountants to find out if the advice he was giving could help them. They found out that they were entitled to tax relief or grants that would basically offset their price of attending our show. **That is a tremendous value for our members. We could not be happier. He was fantastic.**"
— Mike Adamson, President & CEO The Aircraft Electronics Association

👍 "Gene, I would say in my 30 years of attending presentations, yours was **THE MOST: Valuable, relevant, properly paced, perfect amount of info;** not too much, but enough, excellent humor, and **perfectly executed presentation I have experienced.**"
— Jill Keim, VP Relationship Manager, First Merchants Bank