5 Ways Excel Can Save Your Business

Excel
Your
Business

Brenda Christopher
Brenda@ExcelYourBusiness.com
ExcelYourBusiness.com
720-295-9756

What is Excel and why do I need it?

I'm so glad you asked!

Microsoft Excel is one of the most powerful spreadsheet applications that can help to organize your business systems and process data and information.

Because Excel provides such features as filters, charts, conditional formatting, and financial formulas, it can be used in various business operations. You can use Excel for goal setting, creating a budget, determining the value of a product or service, managing your client's data, or even scheduling your day.

Still not convinced?

In this short but sweet pdf, let's take a look at 5 ways that Excel can save your business. You might think that's a pretty bold claim, but I'll give you some solid examples where I used Excel to create custom business solutions for my clients that took away their stress, their feelings of overwhelm, and their frustration.

Got your attention? Cool! Let's get started!

Excel *Your* Business

1

SAVES TIME

Have you ever spent mind-numbing hours entering data into spreadsheets, knowing that there is better use of your time? I want to help you save TONS of time by using custom business solutions with the power of Excel. For example: I was once responsible for reconciling credit card statements district-wide for about 200 managers. In the beginning, it took me 4 1/2 days of full-time work to complete the reconciliation. That's 36 hours. By coming up with my own custom-designed solution, I took that process down to a total of 5 hours. Think about that. From 36 down to 5.

INCREASES PRODUCTIVITY

2

In another instance, I was working for an architecture and engineering firm. I reported directly to the COO and was involved in helping streamline operations. In this role, I developed a productivity tracker for all the US-based project managers that ultimately was turned into an online reporting tool across the company based on my design, formulas and reporting structure. More automation means better decisions, happier clients, and ultimately more profits.

Custom business solutions = regained time and control = increased business productivity and profitability

3

GROWS PROFITS

Knowing what your income and expenses look like help you to make the appropriate decisions necessary to keep your business growing and profitable. An Excel chart that shows expenses spiking in one area can prompt you to stop the bleeding before it's too late. A table of your products can show you what is selling and what isn't selling as expected. There might even be a problem that you haven't discovered yet. But you need a way to see the overall health of your business. An Excel tracker can give you the information you need to make effective business decisions and grow your profit.

STREAMLINES PROCESSES

4

I created a custom order form that you can see for yourself on my website: ExcelYourBusiness.com. This order form captures data that both the sales rep and the customer can understand. The data only needs to be entered once, and a sales quote is ready on the spot...no waiting. This eliminates customer confusion and also takes away unnecessary customer service calls to explain items. Take a look at the video demonstration for yourself! I think you'll like what you see!

I'm like the Ford truck of custom business solutions. No problem is too big. I'll still be able to navigate the terrain and drive a solution home.

SOLVES PROBLEMS

5

When everything is laid out in front of you, everything becomes more clear. Decisions can be made, problems can be solved, and your business can continue to grow. Another example on my website is the Procurement Tracker. It can provide a centralized location to see your whole business at a glance. It includes interactive and interconnected worksheets and incorporates the data from CRM and Quickbooks into an easy-to-understand format. Having a cash flow problem? This tracker can quickly show you what customers are past due, what expenses are over-budget, and what bills are coming up. Take a look at this tracker on my website: ExcelYourBusiness.com

BONUS:
MAKES DECISIONS

6

OK, I couldn't stop at just 5! I have a bonus way that Excel can save your business...it can help you **make decisions.** I have an ROI calculator (also on my website at ExcelYourBusiness.com) that can help your customer determine the worth of your product or service, or as evident by the testimony below, it can help you decide whether to make that investment for your business or not. This handy tool also illustrates cost savings and is very useful as a sales tool.

*When I was considering whether or not to join the Expert VA Training Program, I was really stuck on the amount it would take to enroll. I wondered whether I could afford to take the leap or if I was crazy to be considering it. Brenda's ROI Calculator made all the difference in the world. **As soon as I was able to see real figures change and grow and truly understand what the ROI of enrolling in the program looked like, I was sold.** If I hadn't had that financial picture to work from, I never would have made the investment. Six months later and I'm happy to report that the ROI Calculator was like a crystal ball.*
~ A.Y. Berthiaume, Owner – The Write Place, Right Time

Ready to Excel Your Business?

Contact me and let's talk!

Call, email, or reach out on social media. I'm just a click away and ready to chat.

Proposal Time

Tell me your problems and I'll create a proposal that will want you to get started right away!

Project Kick-Off

Then we'll schedule a project kick-off call and really get down to the business of increasing your productivity and profitability!

Excel Your Business

Brenda Christopher
Brenda@ExcelYourBusiness.com
ExcelYourBusiness.com
720-295-9756