

## **Get the most out of the Christmas Rush**

Seasonal changes are the lifeblood of some businesses. In the retail sector, hectic rushes can breathe life into bank accounts. For some, like hospitality, it's a great way some cash in ahead of quieter months at the start of a new year.

Here, we list a few ways we can help you to make the most of the coming month to positively impact the coming new year.

### **1. Start forecasting sales**

In any business, setting up a sales forecast is a great way of operating. Never is it more crucial though, than when you know a busy spell is on its way. We'll set you up with a versatile forecast, created from your actual data, that provides you with an achievable growth plan that can move with your business' changes. Share it with your management team and your staff, so everyone knows what your goals are and how you're planning to reach them.

### **2. Predict the outcome of decisions**

When it comes to judging how many staff you'll need, how much stock to order, or even if you should consider opening late, it's often been a guessing game. Now, though, we can run your decisions through our scenario engine. This management tool helps you to explore the future without risk, so you can rest assured you won't break the bank.

### **3. Keep track of each moving part of your business**

We'll set you up so you can track every part of your company. Working together to create bespoke key performance indicators, for both the team and for individuals, we'll help you see the areas performing well and those that might need some attention. In a busy spell, daily monitoring of your KPIs and bank account is important. We'll help you keep on top of it all, and let you know if you're approaching bank account limits or thresholds.

Get ahead of your competition this Christmas by getting in touch with one of our team. We're all on hand to give you useful advice and help you have your most successful festive period yet.