

# What's your CFO Quotient™ (CQ)?

Take the survey below to help determine your need for a Fractional CFO. The ultimate goal is to increase profitability and improve cash flow for your business.	Not In Place		Currently In Place		
	Dysfunctional 1	Not Effective 2	Neutral N/A 3	Effective 4	Highly Effective 5
<b>Do You Have...</b>					
A comprehensive Strategic Plan, providing clear direction for your company's growth?					
A Tactical Plan (the steps to achieve your strategic plan)?					
A Management Team?					
A sounding board, someone who helps you make key decisions?					
Key Performance Indicators (KPI), metrics to evaluate your company's performance?					
An organic growth strategy (a way for your business to grow without mergers and/or acquisitions?)					
An acquisition strategy?					
Executive Level Dashboards (Daily, Weekly, Monthly, Quarterly, Annual) for current status and projected results?					
Ways to evaluate your company's greatest strengths and weakest links (individual, departmental, company-wide)?					
Someone who trains and manages your accounting staff, helping them develop skills and deepen their experience?					
Inventory procedures (purchasing, warehousing, cycle counts)?					
Audits—Accounting, Bank, Governmental, Insurance, etc.?					
Cash Forecasting? Do you know your cash requirements by week or by month?					
Financing? Are you ensuring your company has adequate cash reserves?					
A monthly closing process of General Ledger/Balance Sheet reconciliation?					
A comprehensive company-wide budget?					
A method of detecting profit leaks, a.k.a. a detailed operating expense analysis?					
Departmental expense allocations?					
Detailed operating processes/procedures?					
Regular management team meetings?					
Regular meetings with Board of Directors and stakeholders?					
An exit strategy? How will you transition your business when you retire?					

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<b>Are You...</b>					
Using trend analyses, comparing your company's metrics over various periods?					
Using Financial Models, comprehensive projections based on real data?					
Performing ROI analyses on your assets (hardware, software, IP)					
Calculating your profitability by business line, by customer, by division?					
Analyzing your operations and procedures by business line, by customer, by division?					
Managing your cash? Do you have control over your company's liquid assets?					
Optimizing inbound (AR) and outbound (AP) cash flow?					
Evaluating and negotiating customer and vendor agreements?					
Managing banking and other financial resource relationships?					
Planning for growth? A step-by-step growth plan?					
Performing due diligence for Mergers and Acquisitions (M&A)?					
Maximizing your business' value?					
<b>Totals</b>					

Your Score:

**160-170:** Your company is in great shape—you don't need me.

**130-159:** Your company has a few areas where I can help. You might benefit from an ongoing half to one day a week.

**100-129:** Your company could really use my assistance. Companies in this range generally do well with an ongoing one - two days a week.

**70-99:** Your company has significant business issues. I can really help you out.

**Less than 70:** Call, text, email, tweet, or send me a raven...but we need to talk!