

BUSINESS CONSULTING

Raymond F. Oelrich

Contact: rayo7753@gmail.com

Cel: 250-448-9333



The vast majority of companies in the world today can be categorized in one of several business models. I have done consulting with over 1,000 companies in the past 40 years for a variety of these situations: from start-up to wind-down and many established companies in the US, Europe and Canada.

- New business launch and start-ups.
- Business growth and expansion.
- Maintaining current business growth and strategy.
- Streamlining and downsizing.
- Survival for companies facing bankruptcy, elimination or closure.

Most companies face increasing challenges in the workplace. Much of this comes from **financial hardship** causing stress to the owners, staff, managers, and everyone that depends on the viability of that business. It is now widely recognized that *stress is the #1 dilemma facing individuals and companies worldwide* and one of the key factors causing it is too little cash or net profit to meet their needs and wants on an ongoing basis.

Most new companies will not survive to their fifth year in business and many of those that go out of business *could have survived* if they would have had the proper advice and operational direction at a critical time.

The bottom line is MOST companies in Canada are wasting money and time, and are inefficient in some manner. Someone who has been in that situation is often able to identify some of these key situations and offer viable solutions.

I have provided consulting to hundreds of companies in the US and Canada since 1976 and have owned and operated a number of companies in the past 40 years; some were successful, some were sold and others closed or rendered insolvent, ***so I have experienced all aspects of the business cycle.***

I have been involved in sales and management training, publishing, TV, multimedia and documentary video production, retail marketing, financial planning, real estate development and sales, consulting, business management, manufacturing, direct sales and operating, and consulting for many franchise companies.

I believe it is sometimes more efficient and prudent to hire a contractor to help in these areas than add another staff member on the company payroll, even in a company facing rapid growth and expansion. An outside contractor can remain impartial to the situations whereas a staff member does not always maintain that objectivity and in fact may only add another layer of fixed cost on an ongoing basis.

While I do not offer legal or accounting advice, I can interface with those professionals for my clients and source them if needed to help provide those solutions.

I have knowledge in these situations and bring considerable experience and insight that may prove valuable to companies or individuals in these areas:

- Downsizing and streamlining to control fixed and variable costs and expenses.
- Funding expansion and growth either through debt, equity or internal cash flow.
- Managing inventory, increasing efficiency and reducing operating time and related costs.
- Assessing payables and receivables to maximize operating income and profit.
- Collecting overdue receivables and negotiating payables to increase cash flow.
- Management and staff training and consulting on a wide variety of topics.
- Assisting in hiring staff, firing, and using contractors versus employees.
- Interfacing with government agencies (Revenue Canada, WorkSafe BC, WCB, ICBC, etc.).
- Sourcing and integrating with legal, financial, and accounting assistance.
- Working with trustees, creditors, advisors, board members, officers, partners, and others.
- General business and individual consulting on a variety of topics and situations.
- Negotiating debt, financial obligation, taxes due, leases, and other contracts.

There is **no charge for initial meeting or consultation** to determine if I am able to assist you or your company in formulating a plan of action. This assessment can be done in person, via email or phone, depending on the client's timeline and needs and my availability and schedule.

From that initial consultation I will determine if I am able to assist in the goals of the individual or company and this will be done at no cost as an initial assessment. Once the goals and objectives are identified, a mutually agreed-upon plan is created and an estimated timeline and fee schedule is established according to the needs and budget of the client.

Fees vary according to the consulting provided. Hourly, daily, weekly, monthly, and annual contracts are available and will be custom-tailored to each client.

Complete confidentiality is assured and guaranteed. Contact me at 250-448-9333 or by email at rayo7753@gmail.com to arrange a private and confidential consultation.