**Business Health Checks Vital for Success!**

There is a range of activities that contribute to business success. Traditionally accountants prepared financial accounts and income tax returns for their business clients but did not enquire any further.

A “Business Health Check” requires some “digging” into the business including:

* team member allocations
* production
* marketing
* sales
* charge out rates calculations for professional firms, manufacturing and tradie businesses
* product mix and mark-ups for retailers
* key performance indicators
* departmentalised Profit and Loss Account

Some of the key data required to enable the business health check to be conducted includes:

* days worked/lost
* number of customers
* methods of payment
* product sales
* charge out rates for various categories
* analysis of product mix and mark-ups
* products produced
* billable hours
* gross profit analysis for individual products

This type of information assists accountants to be able to prepare a range of data to assist the leadership team in their deliberations.

ESS BIZTOOLS has a Business Health Checks Product Package. If you want further details, please visit- <https://www.essbiztools.com.au/index.php?option=com_content&view=article&id=2185&Itemid=747>