**Diversifying Services – Predictive Accounting**

Accountants, who are committed to offering a broader range of business advisory services to SME clients, need to assist those clients in planning their future.

Business plans document the vision for a business over a range of activities.

Predictive Accounting creates a “financial picture”.

The key drivers for the determination of the “financial picture” are:

* Sales Estimates
* Production Targets
* Production Team
* Labour Oncost
* Raw Materials
* Raw Materials Inventory
* Work in Progress
* Creditors
* Marketing Costs
* Completed Products Inventory
* Selling Costs
* Sales Budget
* Selling Planning Strategy
* Debtors
* Cashflow Forecast
* Negative Cashflow Lock-Up Awareness

These items need to be projected to enable the 3 in 1 financial forecast to be prepared comprising:

* - Profit and Loss Forecast
* - Cashflow Forecast
* - Predicted Balance Sheet

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