

## Tool 14 // Identify and prioritise short-term related actions to increase payments and revenue streams at the enterprise level

Action to take	Expected results/effects in the short term	Long-term consequences	Degree of urgency (high/low)	Possibility to generate effect (high/low)	Risks for the continuity of the enterprise (high/low)	I will take this action Y/N
Clients/accounts receivables control (general)	Insight into overall cash position and identification of areas for interventions	Better insight into the liquidity position over time				
Follow-up on outstanding accounts receivables	Control – speeding up payments – increasing cash inflows	Structural improvement of cash inflow is an action that can be continued to ensure that relations with customers are well managed				
Offer discount for early payments to existing clients (for repeat services such as hairdressing)	Speeding up payments – increased receipts of cash	Possible structural reduction of sales prices with clients expecting lower prices to be the norm				
Frequent invoicing (especially for larger contracts)	Spreading of cash inflows	Structural improvement of cash inflow if actions are continued				
Require down-payment for larger contracts	Improved - temporarily -cash position	Structural improvement of cash inflow if actions are continued; customers may decide to seek another provider				
Offer subscriptions to clients (for repeat services)	Improved - temporarily -cash position	Structural improvements of cash and client loyalty				
Selling coupons for future delivery of products/services (at a discount)	Improved - temporarily -cash position	Drop in cash once goods/services are delivered				