

Is Your Business Ready for the Fall Rush?

As summer continues, many businesses begin preparing for one of the busiest times of the year. Whether you're in transportation, manufacturing, construction, or professional services, increased sales are always welcome but, they can also create unexpected cash flow challenges.

The biggest surprise for many business owners isn't a lack of work, it's waiting 30, 60, or even 90 days to get paid.

Growth requires working capital. Payroll, fuel, inventory, suppliers, and operating expenses don't wait for your customers to pay their invoices.

Now is the perfect time to review your payment processes before business picks up.



"The time to repair the roof is when the sun is shining." — John F. Kennedy

5 Ways to Improve Your Cash Flow Before Fall

1. Review your customers' payment history.

Identify accounts that consistently pay late and follow up proactively before invoices become overdue.

2. Invoice immediately.

The sooner an invoice is sent, the sooner the payment clock begins.

3. Keep communication open.

Confirm invoices have been received and address any questions early to avoid unnecessary delays.

4. Forecast your cash needs.

Look ahead 60–90 days and identify periods where additional working capital may be needed.

5. Have a backup financing plan.

Unexpected opportunities or unexpected delays can happen at any time. Planning ahead gives your business flexibility.

The Dos and Don'ts: The Right Moves and the Wrong Ones

DO

- Send invoices promptly.
- Monitor your accounts receivable weekly.
- Stay in regular contact with your customers.
- Plan ahead for seasonal growth.
- Build a cash reserve whenever possible.

DON'T

- Assume every customer will pay on time.
- Wait until cash flow becomes a problem before taking action.
- Let overdue invoices go without follow-up.
- Delay purchasing inventory because of temporary cash shortages.
- Turn down new business because you're waiting to be paid.

IPS TIP OF THE MONTH

According to industry trends, many Canadian businesses experience slower collections during vacation months as key decision-makers are away. Following up on outstanding invoices before Labour Day can help improve cash flow heading into the fall season.



How IPS Can Help

When cash flow gaps arise, waiting for customer payments isn't always the best option. IPS promptly pays business-to-business invoices, providing fast access to working capital so you can focus on running and growing your business.

Ask Yourself

If one of your largest customers paid you today instead of 60 days from now, what opportunity could your business take advantage of immediately?

Sometimes the difference between maintaining your business and growing it is simply having access to your own cash sooner.

Created by the IPS Business Owner Success School (BOSS)