Cash Conversion Cycle (CCC): Produce More Cash Faster Profit







		Cycle Times	Mistakes	Business Model
Α	Ideas to improve your Marketing/Sales Cycle			
1.				
2.				
3.				
В	Ideas to improve your Make/Production & Inventory Cycle			
1.				
2.				
3.				
С	Ideas to improve your Delivery Cycle			
1.				
2.				
3.				
				-
D	Ideas to improve your Billing & Payment Cycle			
1.				
2.				
3.				

For use by active 7 Attribute Certified Coaches. All rights reserved. Unauthorized reproduction and transmission prohibited.

©SVI dba Gravitas Impact v10 – 11.119 (ENG) Adapted from HBR. How Fast Can Your Company Afford to Grow? by Neil C. Churchill and John W. Mullins. For assistance, contact info@gravitasimpact.com P-1

