

SME Profitability Checklist

A checklist for cost control, revenue planning and profitability improvement support.

Revenue

- Review pricing and discount rules.
- Track daily sales by category.
- Identify repeat customer opportunities.
- Improve follow-up and inquiry conversion.

Cost Control

- Track stock, wastage and slow-moving items.
- Review staff productivity and repeated manual work.
- Use reports for purchase planning.
- Automate tasks that create avoidable errors.

Contact: 9923169240 / 9371148927 | info@nishanconsultants.org | www.nishanconsultants.org