

## QUOTES AND QUESTIONS ABOUT ACCOUNTS RECEIVABLES AND CASHFLOW



Revenue is vanity,  
profit is sanity, but  
cash is king.



Cash is KING!



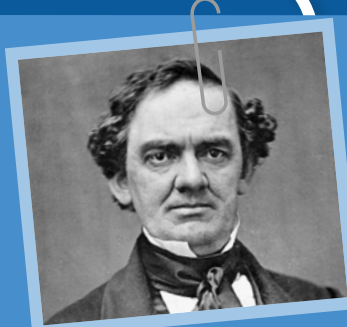
Why be the  
bank for your  
customers?

## WHY DO YOU DO WHAT YOU DO AS IT PERTAINS TO YOUR ACCOUNTS RECEIVABLES?



Money is a  
terrible master  
but an excellent  
servant.

- by P.T. Barnum



Never take your  
eyes off the cash  
flow because it's the  
lifeblood of business.

- by Richard Branson

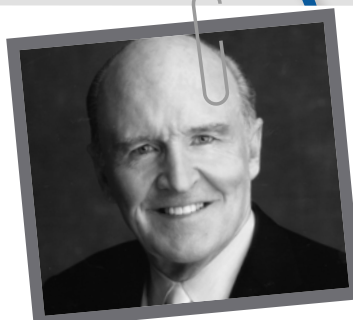


## CASH BEFORE PROFIT?



If I had to run a company  
on three measures, those  
measures would be  
customer satisfaction,  
employee satisfaction,  
and cash flow.

- by Jack Welch



We were always focused  
on our profit and loss statement.  
But cash flow was not a regularly  
discussed topic. It was as if we  
were driving along, watching only  
the speedometer, when in fact we  
were running out of gas.

- by Michael Dell



The more a business  
owner knows about their  
cash flow, the more  
empowered they  
become.

- by Nick Chandi



The fact is that one of the  
earliest lessons I learned in  
business was that balance  
sheets & income statements are  
fiction, cash flow is reality.

- by Chris Chocola



Entrepreneurs believe that  
profit is what matters most  
in a new enterprise. But  
profit is secondary. Cash  
flow matters most.

- by Peter Drucker



Making more money will  
not solve your problems if  
cash flow management is  
your problem.

- by Robert Kiyosaki



The three most dreaded  
words in the English  
language are "negative  
cash flow".

- by David Tang



Just as a fisherman must  
watch the ebb and flow of the  
tides, a businessperson must  
be keenly aware of subtle  
shifts in cash flow.

- by Robert Kiyosaki

