

# REVENUE IS VANITY, PROFIT IS SANITY, CASH IS KING

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Alan Miltz has changed the way in which banks and businesses review financial performance. His analysis techniques are used in over 30 countries by leading banks, businesses and accounting firms.

Alan Miltz will share 20 years of research in a dynamic presentation that will change the way you look at your company and interact with your bank.

Alan has presented to over 5000 business leaders globally. In his dynamic presentations Alan employs interactive tools and live case studies to highlight the significance of these performance measures and comprehensively describes how to implement them. Even seasoned financial professionals who thought they had seen and heard it all have been “wowed” by Alan Miltz’s penetrating analysis.

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## ATTENDEES WILL LEARN:

- The financial analysis techniques used by the best global companies and banks to measure performance. Simple to implement with dramatic effects on your business.
- How to eliminate business blind spots using Alan’s 90 minute strategic monthly board reporting process covering strategy, marketing, operations, people and finance
- How CEO’s can communicate financial strategy in a common language to effect positive change (your non-financial people are critical to financial performance too).
- Effective communication between CEOs and CFOs.
- How to measure the Cash Flow quality of your company?  
Are you funding growth or wastage in management?
- How to evaluate the Cash Flow potential of your business using the “Power of One” – What 1% or 1 day changes does your company need to make to achieve your financial objective.
- The three Cash Flow measures that are critical to measure & understand.
- How to create a culture of Cash Flow excellence in your business.
- How the bank reviews your performance.
- How to lower your cost of borrowings.
- Debt vs. Equity financing options.
- How to implement the Cash Flow component of “Scaling Up”

Alan’s interactive presentation will provide you with the methodology to unlock your blind spots and “Improve cash flow & grow the value of your business.”

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PRESENTED BY  
**ALAN MILTZ**

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AWARD WINNING SPEAKER

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FOUNDER CASH FLOW STORY

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DIRECTOR OF PEARL  
FINANCIAL SERVICES

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CO-AUTHOR OF VERNE  
HARNISH’S #1 BUSINESS BEST  
SELLER AND MULTI-AWARD  
WINNING ‘SCALING UP’

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**“Alan Miltz is the speaker who has had largest impact on my life so far. The take away was that it is possible to understand my business as a whole and craft a business that works by watching and moving just a few key levers at a time. It has completely changed my life.”**

**David Bartholomeusz**  
Founder Griffin Alliance, Serial Entrepreneur



## BIOGRAPHY

With over 20 years executive experience in a wide variety of industries, including financial services and manufacturing, Alan Miltz is a solution focused high level Corporate Executive with impeccable integrity and professional reputation.

Alan's executive background ranges from founding director of Inmatrix Pty Ltd, founder of Cash Flow Story, and director of Pearl Finance Australia. Alan has extensive experience across all major finance fields, including financial analysis and debt finance boosting. Working across Europe, Asia and the USA as an accomplished speaker at seminars and conferences, Alan has a wide ranging experience and understanding of global banking operations.

A passion for analysing critical business requirements, Alan is a board member of nine prominent companies where he is valued for his skills in identifying deficiencies and potential opportunities, formulating strategy & implementing subsequent innovative & cost effective solutions.

As founding director of Inmatrix, Alan has developed financial analysis techniques that have become a global standard for Businesses, CPA's and Banks. These techniques are now being used in 30 Countries by over 20,000 customers including over 300 of the major banks in Australia, USA, Canada, South Africa, Thailand, Malaysia, Philippines and Hong Kong. Alan has also completed in excess of 200 Business Plans for public companies and large private enterprises.

Alan's concentrated business savvy has also assisted a large number of Australian companies to successfully raise debt finance from the major financial institutions to over \$1.4B to date. Voted Best Speaker in Australia for TEC, the world's largest CEO forum, Alan has been invited as a guest speaker at many CEO conferences globally, including the USA where in 2014 he presented to over 5000 leading CEO's.

Alan has also been a leading presenter at the CEO Syndicate in Australia for many years. Alan is a highly recognized speaker and a keynote presenter for the Entrepreneurs Organization including presentations at the EO Universities in Tokyo, Berlin, Barcelona and at their executive education program that takes place in Boston, MA, USA. Alan was rated best speaker at the EO/MIT Entrepreneurial Masters Program.

During his career Alan has been involved in every level of company management giving him an incredibly strong grounding in all facets of business operations. With extensive experience as a senior executive, Alan has a thorough knowledge of what it takes to run an effective multinational business and is a valuable contributor to any organisation.

**“One of the best business presenters I have ever been privileged to see and hear”**

**Hon. Alan Stockdale**  
Former Treasurer (1992-1999)  
Minister for IT & Multimedia (1996-1999)  
Government of Victoria, Australia

**“I LOVE the reporting structure – a very valuable one hour piece of the monthly or quarterly review of the business. You are just brilliant. Thanks for continuing to evolve tools to help grow firms.”**

**Verne Harnish**  
CEO Gazelles, Author of Scaling Up (Rockefeller Habits 2.0); Fortune's The Greatest Business Decisions of All Time; and Mastering the Rockefeller Habits

### Alan Miltz

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