

WHY BENCHMARK YOUR BUSINESS?

Benchmarking your business through SnapShot™ encourages discussion so that you and your team can understand the business position.

Benchmarking will improve the performance of your business in terms of:

- Debt to income ratio
- Financing costs as a percentage of income
- Return on equity
- The performance and compliance of all parts of your business
- Income per full time equivalent
- Individual enterprise management

SNAPSHOT NOW™

A simple, visual tool that helps you to understand all the areas of your business.

SnapShot NOW is available for cropping, mixed farming (cropping and sheep production), oyster farms and pastoral sheep meat and wool businesses. It covers the following areas:

- Infrastructure
- Business management
- Production
- Business performance
- Self management
- Commodity risk management
- Environmental management
- Human resources

This service involves:

- A simple and quick electronic questionnaire promoting business discussion
- A visual report highlighting business health

This service will assist you by:

- Providing a tool for business planning, family business meetings and annual reviews
- Providing a straight forward, insightful report
- Identifying business strengths and weaknesses
- Estimating your current position without 'heavy' financial detail

At the end of this review you will have a better understanding of your business' current position through a visual report which is essentially your own business plan.

SNAPSHOT PREMIUM™

A benchmarking tool that provides an understanding of your business' performance.

SnapShot Premium is for businesses who want a clear direction for the future by understanding the financial health of their business. This service involves:

- Straightforward, guided electronic data collection
- A financial report highlighting strengths and weaknesses
- Key benchmarks include debt to income ratio, equity, net worth and finance costs as a percentage of income
- Specific enterprise benchmarks for grain, sheep, beef and goats to monitor performance year on year
- A factsheet to explain the indicators and what they mean for your business
- An individual feedback session on the report to help you interpret the results
- Access to an overall report which analyses the performance of all similar businesses across SA in that year

This service will assist you by providing:

- Key business performance benchmarks based on your business financials and production data

At the end of this review you will have improved knowledge of your business' profitability and areas which can be improved.

For more information contact us on 1300 PINION or visit www.pinionadvisory.com