SCALE

Scaling a Business

Grow with visibility instead of adding complexity you cannot see.

A four-page guide to the numbers, controls, and decisions that keep growth from outrunning the business.

SCALE / RECOGNIZE THE MOMENT

Growth is creating more decisions than one owner can hold.

Scale begins when bookkeeping is no longer enough to explain what is happening next.

You may be here if...

- Revenue is growing, but cash still feels unpredictable.
- Reports arrive late, feel unreliable, or do not answer management questions.
- You are hiring, adding locations, or investing without a shared forecast.
- Approvals, payments, and key processes still depend on the owner.

WHAT THIS STAGE NEEDS

Faster reporting, a forward-looking cash view, clear ownership of the work, and controls that protect the business as the team grows.

SCALE / FOCUS

Use four numbers to steer

The exact dashboard will vary, but these questions belong in every monthly review.

CASH RUNWAY

How many weeks can the business operate with the cash and commitments it has now?

GROSS MARGIN

After delivering the work, how much remains to support overhead and growth?

MONEY OWED

How much customer cash is late, and which balances need action this week?

ACTUAL VS. PLAN

Where did revenue, hiring, or spending move away from the plan, and why?

THE SCALE GOAL

Leaders can see the same numbers, understand the tradeoffs, and make hiring, pricing, and investment decisions before cash becomes the emergency.

SCALE / NEXT STEPS

Your next 90 days

Build the management rhythm before adding more complexity.

- [ ] Finish the monthly close on a consistent deadline.
- [ ] Create one reporting package with cash, profit, margin, receivables, and plan comparison.
- [ ] Build a rolling 13-week cash forecast and update it regularly.
- [ ] Assign owners for billing, collections, bills, payroll, close, and review.
- [ ] Add approval limits and separate payment, reconciliation, and review duties.
- [ ] Hold one monthly meeting that ends with named decisions and owners.

Bring to the conversation

- The last three monthly financial packages.
- A list of planned hires, purchases, or expansion decisions.
- Current receivables, payables, debt, and payroll commitments.
- The report or number you trust least today.

Build the view growth requires

ACB can operate as the fractional accounting department behind the close, reporting, forecast, controls, and monthly decisions.

(866) ACB-0056 | info@acb-logistics.com | www.acb-logistics.com