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Your Answer for Interim/Part-Time Financial Professionals

**The GFO Newsletter**

**September 2009**

### **Turning the Cash Wheel**

We originally published this article a few years ago; however, in light of today's economy we thought that our readers might have an interest in reading Turning the Cash Wheel again. In most businesses, profit making happens through the process of circulating capital. In addition to regular monitoring of profit margins, incorporating measures of the cash circulation cycle in the Key Performance Indicators (KPI) will provide a deeper insight to driving profitability and decision making. [Read more](#)

### **Cash Flow and Automation**

CFO's and controllers are asking in what area do we automate and where will it be the most cost effective? Cash flow is crucial for any business. Getting money into the bank is the most important function of any business and is costly when managed manually. Our friends at CheckVantage offer an automated payment solution that will drastically reduce the time and cost of manual payment posting or expensive lockbox fees. [Read more](#)

### **The GFO CFO Group Introduces GFO2GO™**

Whether your business requires CFO financial guidance and consultation two days - or even two hours per week - GFO2GO is the ideal solution. [Read more](#)

### **GFO CFO Group Partnership Program**

Are you a CFO or Controller who has been giving thought to providing your services on an outsourced basis? If so, contact GFO and inquire about The GFO CFO Group Partnership Program. Why go it alone when you can become part of a growing team that will be dedicated to helping you find engagements.

To learn more about The GFO CFO Partnership Program contact Jeff Gilmore, President, at [jgilmore@gfocfo.com](mailto:jgilmore@gfocfo.com).



[Concerned about fraud in your workplace?](#)

## GFO Business Book Club

Sooner or later, virtually every business is bought or sold or merges with a supplier, distributor or competitor. From Bank of America buying Merrill Lynch to the changing of franchises by your local realtors, mergers and acquisitions are a fact of business life. Yet, historically, seven of every eight business combinations fail to achieve the financial success envisioned by the buyers and sellers.

Want to learn how to avoid these failures? Then come to the Union League of Philadelphia on September 23rd and listen to **Dr. Stuart Ferguson**, author of [\*\*CULTURE CLOUT: Mergers, Acquisitions and Organization Cultures\*\*](#), discuss the leading causes of M&A underperformance: the differences in attitudes, values, opinions, beliefs, assumptions, work habits, management and communications styles, punishments and rewards that characterize their cultures.

Click [here](#) to read more and to register today!



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This email was sent to: [jgilmore@gfocfo.com](mailto:jgilmore@gfocfo.com)

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