



*Financial Consulting & Interim Management  
Mergers & Acquisitions  
Real Estate Advisory & Brokerage*

## **Profit Margin Maximization newsletter section**

Today's executive management teams are pulled in so many directions, just trying to steer the ship straight. We are PMC are seasoned professional who've been there before. We'd love to supplement your team by providing value-added services that can only be described as a win-win for all. Here's a few of the area where our expertise can bring great value.

### **Please talk to us today**

- A. Identifying inefficiencies within specific operational areas/disciplines. Develop and implement protocols/processes to maximize profit margins. Areas of focus include:
  - 1) Banking and Cash Management
  - 2) Audit, Legal, and other Professional Services, without quality of service degradation
  - 3) Software Licenses and related Maintenance Agreements
  - 4) Employee Health programs; i.e. through wellness based high deductible plans with strong claims related controls
- B. Workers Compensation and Public Liability insurance
  - 1) Eliminate claims and reduce premium costs through Zero Accident Protocol
- C. Property Insurance
  - 1) Optimize coverage while minimizing premium costs through innovative coverage and asset pooling arrangements
- D. Renegotiation of vendor contracts in excess of current market rates
  - 1) Expert third party negotiators are more likely than company employees to achieve significant cost savings due to lack of personal relationships with vendors
- E. Identifying and driving profitable revenue growth using a simple Activity Based Costing approach

#### **Professional Management Company, LLC**

174 West Comstock Avenue, Suite 113 • Winter Park, FL 32789

Cell 407-808-9479 • [wkalish@ProfMgtCo.com](mailto:wkalish@ProfMgtCo.com)

Corporate Office 407-688-7362 • Fax 407-321-1697

[www.ProfMgtCo.com](http://www.ProfMgtCo.com)