

Business Survival Health Check

	Score 1 for Yes, 0 for No
Management information	
1. Monthly management accounts produced within 20 days	
2. Updated financial forecast monthly	
3. Cashflow and headroom monitored	
4. Key performance indicators in place	
Management control	
5. Monthly board meetings	
6. Minutes and actions produced	
7. Business strategy written and monitored	
Key relationship management	
8. Supplier relationships monitored	
9. Customer relationships managed	
10. Employees' personnel development reviews	
11. Know and met bank managers in last 4 months	
Systems and processes	
12. Credit control and reports available regularly	
13. Stock and WIP control monitored monthly	
Financial wellbeing	
14. Profitable in past 3 years	
15. Interest covered > 1.5 times	
16. Net current assets	
17. Equity > 100% of debt	
18. Debtors days not increased in last 12 months	
19. Stock/WIP days not increased in last 12 months	
20. Growing gross profit, therefore growing sales	
21. Cash headroom > 25% of monthly sales including VAT	
22. Non risk sector	
Total score:	
Answers 15-22 = Great, but keep improving 10-14 = Monitor closely 6-9 = Seek immediate help 0-5 = Bust	

Please let me know your score and whether it was useful to go through this health check process.

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