

BDA DEBTING SIGNALS

As business owners, we knew we were heading for problems:

- when we paid invoices prematurely instead of according to agreed-upon terms.
- when payments were not made within agreed-upon terms.
- when we borrowed from personal funds for business expenses.
- when financial commitments were made on anticipated sales.
- when we held on to clients who were slow or bad payers.
- when a reasonable and comfortable profit margin was not factored into our pricing
- when we did not know the exact costs of our overhead and running expenses.
- when we cut our salaries in order to save the business money.
- when we operated without a comprehensive business plan.
- when we started missing BDA meetings and lost contact with our business Pressure Relief Group.