



Ways to Increase Profits

1. **Telecommute:** Consider allowing your employees to work from their home offices one or two days each week. This is a great benefit to employees (reducing out-of-pocket expenses for fuel as well as expressing trust for the employee)
2. **Ship direct from vendors to customers:** Save your hard earned money by reducing shipping costs.
3. **Cost Containment:** Discontinue services that do not add to the bottom line. Keep operating costs as low as possible without jeopardizing outcomes and justify every expenditure.
4. **Identify a Back End For Every Sale:** Remember one of the most profitable questions ever asked: "Would you like fries with that?" One of the biggest marketing expenses business owners experience is reaching a new customer. Research shows that once you acquire a customer, he or she is more likely to purchase additional products or services from you/your company versus going to a competitor.
5. **Improve Operations:** Streamlining operations and improving tracking can lead to real savings that increase profit by reducing overhead.
 - a. Organize receivables and inventory
 - b. Be prepared for revenue decreases
 - c. Reevaluate sales forecasts
 - d. Employees use vacation time

Finally, at The Payroll Factory, we recommend a review of your existing payroll plan. [Reducing payroll costs](#) is the easiest way to make an immediate and significant impact on a company's bottom line. After evaluating existing payroll costs, The Payroll Factory can then recommend time and productivity savers such as biometric time clocks.