



Tip Sheet

The Problem I Solve

- > I create value for businesses and nonprofits by reducing overhead expense.

Ideal Client Profile

Looking for extra cash to reinvest in:

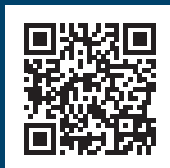
- > Hiring/retention programs
- > Expansion plans
- > New equipment purchases
- > Community/Charitable programs
- > Paying down debt
- > Becoming more profitable

Ask them

- > If they would like to have a 15 minute conversation with me to see if I can help.



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| Category | Description | What to Look For |
|--|--|--|
|  Telecom | Wireless, Wireline, UCaaS | 10 or more Cell Phones, Hotspots, Handheld Devices, Multiple Communication Platforms. |
|  SaaS | Software as a Service | Employs more than 10 people and utilizes Microsoft Office, Adobe or Google Workspace. |
|  ELD | Electronic Logging Devices (Fleet Tracking) | Delivery Vehicles, Long-Haul Trucking, Moving Vans, Public Transportation, Taxis. |
|  Fuel | Gas, Propane, Fuel Tanks, Oxygen Tanks | Fleet Vehicles, Long-Haul Trucking, Manufacturers, Hospitals, Construction. |
|  Waste | Trash, Recycle, Medical, Hazardous | Construction Sites, Hospitals/Medical Facilities, Automotive, Manufacturers, Restoration Sites. |
|  Merchant Services | Credit Card Processing and Cash Discounting | Restaurants, Retailers, Automotive, eCommerce, Trades. |
|  SPS | Small Package Shipping (under 150 lbs.) | Utilizes UPS, FedEx, or DHL. Retailers, eCommerce, Law Offices, Title Companies, Construction. |
|  LTL | Less Than Truckload (Under 15,000 lbs.) | Medical, Pharmaceutical, eCommerce, Retail, Manufacturing, Appliance, Trades. |
|  Uniforms and Linens | Linens, Tablecloths, Bedding, Towels, Floor Mats, Uniform Rental/Cleaning/Repair | Car Dealerships, Manufacturing, restaurants, Event Centers, Hospitals, Hotels, Schools, Franchises. |
|  Facility Supplies | Cleaning, Bathroom, Office, Coffee, Water Supplies | Office Buildings, Car Dealerships, Restaurants, Hospitals, Hotels, Schools. |
|  eSignature | Electronic Signature | Professional Services (Sales, Accounting, Legal), Realtors, Property Management, Healthcare, Schools, Construction, Title Companies. |
|  Compressed Gases | Compressed Gases | Welding Gases, Manufacturing Gases, Restaurants, Hospitals, Pharma, Construction/Trades, Agriculture |