



# Tip Sheet

## The Problem I Solve













- › I help businesses find budgetary breathing room.

## Ideal Client Profile

- › Brick and mortar.
- › Is motivated to save money.
- › Is also working with a 3<sup>rd</sup> party business consultant.

## Ask them

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

Category	Description	Things to Look For
 Telecom	Voice, Internet, Wireless, Unified Communications	Employ more than 10 staff that use Cell Phones, Hotspots, VoIP Phone, Internet, or Multiple Communication Platforms
 SaaS	Software as a Service	Employ more than 10 staff that utilize things like: Microsoft, Google, Adobe, eSignature, or Zoom.
 ELD	Electronic Logging Devices, Fleet Tracking, Asset Management	Delivery Vehicles, Long-Haul Trucking, Moving Vans, Public Transportation, Taxis.
 Fuel	Any fleet using Diesel or Unleaded for Fleet Cards, Fuel Tanks, or Fuel Delivery	Trucking, Delivery, Commercial, Construction, Taxi, or Suppliers.
 Compressed Gases	Gas Tanks and Gas Delivery (Cylinder, Torpedo, and Vertical Tanks)	Manufacturing, Construction, Transportation, Restaurants, Accommodation, Medical, and Retirement industries.
 Waste	Garbage/Recycling, Shredding, Medical, Compost, and Hazardous Waste	Construction Sites, Professional Services, Hospitals/Medical Facilities, Restaurants, Automotive, and Manufacturers.
 Merchant Services	Credit Card Processing and Cash Discounting	Restaurants, Retailers, Automotive, eCommerce, and Trades that pay fees for Visa, MasterCard, AMEX.
 SPS	Small Package Shipping (under 150 lbs.)	UPS, FedEx, or DHL for Retailers, eCommerce, Law Offices, Title Companies, Construction.
 LTL	Less Than Truckload Shipping (under 15,000 lbs.)	Palletized, Direct Carrier, Inbound, and Outbound Shipping for Medical, Pharmaceutical, eCommerce, Retail, Manufacturing, Appliance, and Trades.
 Uniforms & Linens	Rented Garments, Uniforms, or Linens	Car Dealerships, Manufacturing, Restaurants, Event Centers, Hospitals, Hotels, Schools, Franchises.
 Facility Supplies	Facility, Cleaning, and Bathroom Rentals and Consumables	Employ more than 10 staff that regularly work on premises that consume Cleaning Supplies, Rent dispensers or Facility Equipment.
 Office Supplies	Stationery, Organizers, Paper, Ink & Toner, and Desk Supplies	Employ more than 10 staff that regularly work on premises that utilize Office Supplies.
 Packaging & Shipping Supplies	Product Packaging, Packing Filler, Boxes/Containers and Ancillary Supplies	Retail, Manufacturing, eCommerce, Restaurants, Suppliers, Distributors.
 Breakroom Supplies	Rental units and consumables	Employ more than 25 staff that regularly work on premises with Vending machines, Coffee & Tea, Coffee rentals, Water Coolers, or Water jugs