



Road transport business health checklist

- Do you know if you're currently profitable?
- Have you got a rolling 12-month profit & loss and cashflow forecast in place?
- Do you know the key metrics most critical to the success of your operation? Are you team also aware of these?
- Do you thoroughly review your financials each month and compare to forecast?
- Do you have any delinquent debtors currently?
- Are you in arrears on any of your creditor or compliance obligations currently?
- How frequently do you review your costs and customer rates?
- Have you got supply agreements in place with key customers?
- Have you got a website or social media presence?
- How do new potential customers find out about your offering?
- Could you articulate what your operation is exceptional at on 10 words or less?
- Do you know how to find & approach new customers?
- Who's responsible for customer relationships and business development activity?
- Do you have an active health & safety system in place?
- Do you have a plan in place for the ongoing adoption of technology, automation and simplification of your operation?
- Is your costing, job rating, and invoicing process automated?
- Are you able to provide customers with automated proof-of-delivery in real-time?

If your answers to any of these questions raise a flag at your end then Delivery can help and have already assisted numerous operators with the same challenges and opportunities! Don't delay, email blake@getdelivery.nz today!