

How to Start the Bank Reconciliation Conversation with **YOUR CUSTOMERS**

Ask your prospects or customers these questions to determine if they are the right candidate for Nolan.

TIME

If the customer is spending many hours on bank reconciliation, is still doing accounting manually, or has siloed knowledge among team members, they are a good fit for Nolan.

1. How much time are you spending reconciling bank statements or credit card accounts per week?
 - *[If the customer does not know the answer] Have you asked your staff accountants how many hours they spend doing bank reconciliation per week?*
2. Is your accounting staff doing bank reconciliation manually?
 - *Are bank statements downloaded and uploaded manually in your ERP system?*
 - *[If the customer has a cloud-based ERP system already] Why are you reconciling using manual methods?*
3. Do your accounting and bank reconciliation team members have individual knowledge about processes that others don't?



COMPLEXITY

If the customer is spending an amount of time reconciling transactions that is disproportionate to the volume of their transactions, they are a good fit for Nolan.

1. How many bank accounts do you have?
2. Are you dealing with multiple bank statements in multiple formats?
3. Do you sense your team spends too much time on accounting as per the number of transactions you have?
4. Do you have bank transactions that require complex matching rules?
5. Do you do any online selling and accept credit card as a form of payment?



If the customer has:

- An ecommerce business
- A franchisor/franchisee business model
- A retail business
- Credit card sales
- Multiple locations
- Multiple banks and/or Multiple bank accounts



... they are a good fit for Nolan.

VISIBILITY

If the customer lacks visibility into their financials because of manual processes, or if they are unable to reconcile daily, they are a good fit for Nolan.

1. Do you lack real-time data about your financials?
2. Are you trying to create reports with data that is outdated by the time the report is published?
3. Does your team waste time trying to find the numbers they need to create reports that help stakeholders?
4. Are you able to see your exact cash position at any time?
5. Can your team reconcile statements on a daily basis?
6. Do you wish you had more timely and accurate data to make informed decisions for your business?



EFFICIENCY

If the customer is trying to do more with less, maximize human capital, or leverage automation, they are a good fit for Nolan.

1. Do you have more accounting work than your human resources can handle?
2. Do you need more people but can't afford to hire more anytime soon?
3. Are you trying to figure out how your existing staff can handle more without burdening them further?
4. Have you explored process automation at all?



Any questions? Get in touch with the Nolan sales team:

www.nolanbusinesssolutions.com | ussales@nolanbusinesssolutions.com | 303-665-9343

