



Defining Moments. Transformational Growth.

A PROGRAM OF THE FOSTER SCHOOL OF BUSINESS

10.23.26 Session recap

- **Senior Business Consultant Program Event Feedback Survey**
- <https://jpmc.surveymonkey.com/r/32tkwm6>
- **Session Reminder:** Next JPMC session is on **Friday, 12/4**
- **Session Summary:**
 - First Hour:
 - Cohort Wins/Successes/Share Outs:
 - Moore Construction – won a 5 year contract across 3 universities in Georgia
 - Rally Point – got two contracts for \$1 million each
 - JPMC PPT presentation – This portion focused on **cash flow management, customer strategy, and revenue planning as key drivers of business sustainability and growth/opportunities.**
 - Second Hour: breakout room sessions
 - Third hour: breakout room debriefs; **Key Takeaways:**
 - Cash flow management requires proactive planning, flexible payment strategies, and strong customer relationships.
 - Good financial hygiene matters: strong processes, checks and balances, fraud prevention, and cybersecurity all reduce risk.
 - Relationships with customers, bankers, and lenders are valuable assets that can help businesses navigate challenges and growth.
 - Knowing your customer helps uncover opportunities, solve problems early, and drive growth.
 - Cash flow is influenced by the entire business, including operations, staffing, project management, billing, and business development.
 - Diversifying customers, revenue streams, and financing sources helps reduce risk and improve resiliency.
 - Revenue is important, but sustainable growth depends on understanding and actively managing cash flow.