

INCREASING YOUR GROSS PROFIT PERCENTAGE STRATEGIES

Gross Profit Improvement Strategies

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| <input type="checkbox"/> Increase your prices | <input type="checkbox"/> Lower freight costs |
| <input type="checkbox"/> Don't discount | <input type="checkbox"/> Buy direct |
| <input type="checkbox"/> Set your sales price to get the margin you desire | <input type="checkbox"/> Manufacture yourself |
| <input type="checkbox"/> Serve only "A" and "B" class clients | <input type="checkbox"/> Improve packaging to eliminate breakages |
| <input type="checkbox"/> Buy via internet | <input type="checkbox"/> Join/start a buying group |
| <input type="checkbox"/> Lower sales salaries/increase commission | <input type="checkbox"/> Reduce financing term for customers |
| <input type="checkbox"/> Eliminate overtime | <input type="checkbox"/> Increase finance term for vendors |
| <input type="checkbox"/> Prepare a budget | <input type="checkbox"/> Employ people in-house |
| <input type="checkbox"/> Provide team incentives based on margins | <input type="checkbox"/> Outsource non profit-generating jobs |
| <input type="checkbox"/> Negotiate better terms with vendors | <input type="checkbox"/> Train your employees |
| <input type="checkbox"/> Use purchase order system for material expenditures | <input type="checkbox"/> Keep asset register |
| <input type="checkbox"/> Take stock on consignment | <input type="checkbox"/> Track equipment repair costs |
| <input type="checkbox"/> Track inventory turnover to lower inventory on hand | <input type="checkbox"/> Streamline processes to eliminate duplication |
| <input type="checkbox"/> Use "just in time" delivery of inventory | <input type="checkbox"/> Streamline processes to eliminate delays |
| | <input type="checkbox"/> Employ defect-reducing strategies such as Six Sigma |

Fixed Costs Cost Reduction Strategies

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| <input type="checkbox"/> Reduce unnecessary management | <input type="checkbox"/> Outsource office procedures |
| <input type="checkbox"/> Reduce all costs | <input type="checkbox"/> Move offices |
| <input type="checkbox"/> Rent idle space | <input type="checkbox"/> Pay off loans |
| <input type="checkbox"/> Refinance | <input type="checkbox"/> Reduce overheads |
| <input type="checkbox"/> Leverage technology better | <input type="checkbox"/> Audit utilities |
| <input type="checkbox"/> Reduce tax expense | <input type="checkbox"/> Run paperless systems |