

Octavia Conner

Your #1 Virtual CFO

SPEAKER I AUTHOR I
STRATEGIC BUSINESS ADVISOR

More Money, More Profits

Bio

Octavia Conner is the #1 Virtual CFO and Strategic Business Advisor to 6- and 7-figure CEOs. Her mission is to prevent the struggle of entrepreneurship and help one million businesses cross the million-dollar mark sooner than they think.

Recently awarded one of the Top 50 Cloud Accountants in North America two years in a row, Octavia is a best-selling author, and professional speaker that specializes in closing financial gaps, reducing tax liabilities and locate hidden money leaks in order to significantly increase cash flow, boost profit margins and accelerate business growth.

As the CEO of Say Yes To Profits, strategically combines financial consulting, with proven money management and business growth strategies.

Through working directly with Octavia, clients receive a strategic financial accountability partner and 90% of her clients businesses grow between 50% to 300% within 12 months.



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Signature Topic 1

How To Crack the Code To Consistent Cashflow

Why you should select this topic?

Cash is your business's superpower! Two of the top priorities of a business is to operate in excellence and at the lowest possible cost. This presentation will provide strategic insight into how businesses can operate efficiently and effectively while increasing cash flow and boosting profit margins.

Abstract

Businesses that are generating six, seven, even eight figures in revenue often find themselves on a cash flow merry-go-round. The company is earning revenue consistently but there never seems to be enough cash flow to cover all of the company's expenses and invest back into the business growth. This is a vicious money cycle that often causes 60% of companies to go out of business. Understanding the connection between revenue, cash flow, and profit and how to properly manage them is critical to sustaining longevity.

During this powerful talk, Octavia provides a step-by-step strategy for businesses to build and maintain an accurate, reliable and timely financial system that will enable them to add more commas to their bank balance.

Objectives

The attendees will learn:

1. Seven powerful strategies to gain financial clarity, control, and consistently increase cash flow
2. How shifting to a profitable CEO mindset will enable them to have more money and more profits
3. One secret way to identify money leaks and plug them immediately
4. The top three metrics that will double even triple their cash flow

Audience Are Raving...

"Informative & Funny"

"She Dropped The Mike & Gave Key Money Nuggets"

"She makes financial management easy to understand"

"Octavia is a dynamic speaker"

"Vast knowledge of business finance"

"Octavia style of presenting money is one of a kind. Loved It!"



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Signature Topic 2

5 Strategies To Building A Profit Producing Business

Why you should select this topic?

Businesses solve problems for profits. Unfortunately generating a profit can be extremely difficult when the company often has more month than money. This presentation will outline how to break that cycle of earning revenue but never having enough cash flow to cover the business expenses and invest back into its growth.

Abstract

Businesses solve problems for profits. Unfortunately generating a profit can be extremely difficult when the company often has more month than money. The number one priority then becomes keeping more money IN the business. However, this can be challenging if the business is missing critical financial components.

During this interactive talk, Octavia Conner will present the five ultimate strategies that will shift the financial trajectory of any business. After taking part in this presentation, the attendees will have financial clarity, control while being fully equipped to work less, charger more and scale faster.

Objectives

The attendees will learn:

1. How to position their business for More Money & More Profits without stress, struggle or burn out
2. The key elements of a profitable revenue model
3. The #1 method for identifying the true financial health of the business
4. The secret strategies for uncovering cash flow pitfalls and prevent future cash flow shortages

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