

what should I
check for?

what Jazoodle KPIs
should I check?

what actions can I take
to change things?

Profit and
Loss
Statement

Total revenues (sales)
Are your sales volumes changing but
expenses remaining static?

Assess unit pricing, and volumes
Can change your pricing or
marketing to influence

Costs Of Goods Sold

Can you negotiate better supplier
contracts for your direct costs
based upon volumes?

Overheads / expenses

Are your expenses increasing more
than your revenues? Assess
efficiencies such as expenses per
employee. Can you reduce non staff
costs or waste



JAZCODLE

HOW
CAN I
IMPROVE
MY.....

NET
PROFIT
MARGINS