

Discover the Difference

MAGAZINE

SUMMER 2017

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Profit
pros 

Neil Blanchard
Founder/CEO



Profit Pros Guides Trusted Advisors and Their Clients to Successful Outcomes



No longer the best kept secret in Fargo, Neil Blanchard has spread his wings to the Twin Cities and beyond. An innovator and seasoned technpreneur of over 30 years, Blanchard has essentially built his company Profit Pros around a Profit Recovery Platform that he and his team of programmers created.

“I built this platform to make Trusted Advisors lives easier to bring more value to their clients, streamline their financial analysis, open up communications and find hidden profits,” said Blanchard.

A former engineer, he has an uncanny way of connecting with people and giving them a view of the past, where he can track trends, offering a reflection of the present, where he can compare and recovers profits for the future. He does this by ingesting 4 years of financials into his platform, where almost \$3 billion has been ingested to date, with over \$200 million in hidden profits recovered.

“There is no use to look backwards at your financials, because those ships already sailed. What’s most important is to use technology to enable you get a better handle on what’s coming, forward thinking for the future of the business. Leveraging a powerful solution like this is very timely for companies today!

You’d be hard pressed to find a business person with the skillsets, the balance, technology and vision. Add to that he’s an excellent communicator and genuinely cares for his trusted advisors and the clients they serve.

“My years and years of business consulting prepared me for my mission today. You learn a lot by starting 13 businesses, 11 of which were successful and sold for a profit. But the intangibles are what I really appreciated, the great people that you meet, and the technology solutions that you encounter is awesome!”

What else do you have up your sleeve that can benefit **CPA’s, CFO’s,** and **Trusted Advisors** and can help streamline or automate processes for companies that work with Profit Pros?

“We’re dedicated to providing best of breed products, services and solutions to our trusted advisors and their clients that will assist in perpetuating more new business through effective marketing automation, lead generation and marketing support services. We are a next generation all-in-one productivity platform!”

Tell everyone what is in store for the future of Profit Pros.

“We are on a very aggressive expansion curve in the next 3-6 months to go regional, then national by the end of 2018. For all intensive purposes, we are right on pace, getting traction with strategic relationships, and with our sales and marketing core, we are poised to double and triple sales by the end of 2017.”

What is the end all, be all for Profit Pros?

“To become the pre-eminent provider of Profit Recovery and Marketing Support services for trusted advisors and their clients, worldwide. This is a \$ Billion enterprise solution waiting to explode!”

Neil Blanchard / CEO / Profit Pros

INDUSTRY TIPS

10 things every business owner needs to know or consider;



#1 What are you doing to attract and keep key employees?



#2 Do you know what motivates your employees?



#3 What does your culture really look like?



#4 How do your customers rate your customer service?



#5 What kind of business are you operating;
a. A lifestyle business
b. Growth business
c. A business in fixit or recovery



#6 Have you written your 2017 goals down?



#7 Does your strategic planning align with your goals?



#8 Are you on track to achieve your goals?



#9 Do you have a 3 year and a 5 year plan?

#10 Have you started your long-term exit strategy or succession planning?





How would you like a \$100,000 raise? Our Profit Recovery Platform can do that!

Go beyond your normal accounting or auditing processes. "Find Your Hidden Profits™"



Financial Report Analysis

Budget Builder

Break Even Analysis

Marketing Support Services



- Your client may know their revenue and profit ability, but do they know what's driving them? Now you can take control so you and your clients are better equipped for future growth!
- See what's just under the surface, something that's not easily detected through your basic tax preparation. It's not uncommon for Profit Pros to find \$100,000 of recoverable profit in a \$1M business. Be Bold. Be Profitable! Discover the Difference with Profit Pros!



Learn more about our Profit Recovery Platform at Profit Pros.
Call Mark Luger today at 612-850-3164! • <https://www.profitpros.com>