TRUE TALLY BOOKKEEPING

The Margin Map

Find where your business is leaking profit in 15 minutes, without opening a spreadsheet.

Tick what is true for your business today. Every box you can't tick is a leak worth investigating.

1. Pricing & Margin

- [ ] I know the gross margin on my main service to within 5%
- [ ] My prices were reviewed against actual costs in the last 12 months
- [ ] I can name my most profitable client or job type, backed by numbers

2. Unbilled Work

- [ ] Everything delivered last month has been invoiced
- [ ] Variations and scope changes get billed, not absorbed
- [ ] Someone owns following up quotes that went quiet

3. Getting Paid

- [ ] I know my debtor days number
- [ ] Invoice reminders send automatically
- [ ] Overdue invoices get a phone call, not just another email

4. Cost Creep

- [ ] Software subscriptions were reviewed in the last 6 months
- [ ] I can name my three biggest monthly costs without looking
- [ ] Supplier prices have been compared against alternatives this year

5. Cash Buffer

- [ ] I know how many weeks of expenses my cash would cover
- [ ] BAS and super money is set aside as it's earned, not found at the deadline
- [ ] A quiet month would not mean emergency borrowing

Your score

12–15 ticks: tight ship. Your back end is working for you.

8–11 ticks: a few leaks worth plugging. This is where most businesses land.

0–7 ticks: your margin is leaking in several places, and finding them is exactly what we do.

Want a second set of eyes on the leaks you found?

Book a free 15-minute call: calendly.com/truetally · 0468 159 950 · info@truetally.com.au