

# Message from the President



Neil Blanchard / CEO / Profit Pros



**N**eil Blanchard, a serial entrepreneur, grew up on the Oregon coast, but started his rise to prominence in Seattle in the early days. "Those were the days that I really learned about how people and process are key to building and sustaining businesses going forward. Being an engineer I looked at how things could be simplified, yet robust in its delivery of service through a systematic approach, said Neil Blanchard.

**H**aving built 13 businesses, Neil believed that there was more to accomplish and his mission to simplify financial processes that effect bottom line profits positively was right around the corner. He turned to spotting in-efficiencies in financial statements and realized he was on to something big when he connected it all to real dollars recovered in thousands of dollars. That's how Profit Pros came to be.

**H**e took the first generation spreadsheet that he built and enhanced it dramatically utilizing as many as 40,000 calculations and an algorithm and profit recovery business was born. "When I was recently awarded a Certified Primary Sector North Dakota Company as a new wealth creator in the North Dakota economy in 2015, I was compelled to take it to another level and expand our local footprint to a national status. One lesson I learned is to do things differently by creating a more diversified and scalable business. Knowing that about half of new businesses fail within the first 4 or 5 years and that 60% were profitable at the time they closed their doors, I recognized an opportunity of taking a new idea to fill a void for an underserved market space for small businesses."

**T**here 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!

**O**ur processes have a direct impact on economic development and growth and job creation. In a little over 1 year our program helped about 100 local businesses discover about \$10MM in leaks or missed opportunities (Hidden Profits®) within their businesses. We we're able to see about \$6MM back to the bottom line within 1 year of these businesses.

**"** There are four main reasons that Business Advisers, Consultants, CFO's, Accountants and Book keepers prefer our Profit Recovery Platform (PRP) and those are:

1. Speed
2. Convenience
3. Curiosity
4. Pain

**A**s long as they understand the implications of how this will impact their client's company in a positive way and are bold to be different to deploy the PRP solutions, we hold their hand all the way through training and provide excellent customer service to our valued clients."

**A**ll it takes is one person for the light bulb to go on and help champion in Profit Pros systematic approach to mine, identify and recover profits that are seemingly elusive to spot by the human eye. "My mission is to continue my quest to work with forward thinking companies to achieve mutual success!"

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