



# FINANSCAPES

Business Forecasts made Simple, Easy and Painless

*New Mentor Onboarding*

1. Introduction to Finanscapes
2. Accessing and using the tool
3. Entrepreneur psychology & its implications

- We're small and focussed
- Financial services background
- The result of overwhelming need
- Informed by entrepreneur psychology and needs

- Chrome, Firefox, IE10+, Safari
- [Finanscapes.com](https://www.finanscapes.com)
- Passwordless, 1-click login

- Accessing the mentor console
- Administrators vs. Mentors
- License tokens
  - 1 year of unlimited access, plans, products, scenarios...
  - Data ownership, and what happens after the year
- Issuing, viewing & revoking invitations
- Supporting your clients

- Create a plan
  - (Optional) options
- The plan overview page
- Adding a one-off cost
- Overheads, equipment
- (we'll come back to funding and loans)

- Don't get too granular
- Add a product line
- The Product Overview page
- Unit Costs
- Sales Forecast

- Access a more detailed plan (via the mentor console or published [uyasi333](#))
- Intuitive plan-level indicators
  - Profit
  - Cash flow
  - Monthly product targets
- We need a Loan!



- Compare product profitability
- Intuitive product-level information
  - Margins
  - Break-even
- Implications of business-wide decisions and costs are factored-in
  - (try that with a spreadsheet!)

- Allocating Business-wide Costs to Products
- Deleting & Restoring
- Clone a Plan for Scenarios
- Publish a Plan (& Viewing a Published Plan)
- Survival Budget
  
- Getting the most from Finanscapes
  - Open-Access PCs, link from website, free trial to engage clients etc

- We're all different ...but predictable
- We're each the product of brain structure and development
- Natural aptitudes can be inferred from personality and choices
- Your opportunity is to recognise and play-to your clients' strengths

|  |                     |   |                   |  |                    |  |                      |
|--|---------------------|---|-------------------|--|--------------------|--|----------------------|
|    | <b>FRONTAL LEFT</b> |    | <b>BASAL LEFT</b> |    | <b>BASAL RIGHT</b> |   | <b>FRONTAL RIGHT</b> |
| <ul style="list-style-type: none"><li>• Financial, Structural &amp; Mathematical Analysis</li><li>• Weighing all the Variables</li><li>• Logical Decision Making</li><li>• Negotiation &amp; Debate</li><li>• Prioritizing</li></ul> |                     | <ul style="list-style-type: none"><li>• Monitoring</li><li>• Attention to Detail</li><li>• Routine Procedures</li><li>• Holding Firm to Schedules</li><li>• Procedural &amp; Administrative Support</li></ul> |                   | <ul style="list-style-type: none"><li>• Nurturing</li><li>• Celebrating</li><li>• Encouraging</li><li>• Soothing &amp; Harmonizing</li><li>• Establishing a Sense of Bonding &amp; Belonging</li></ul> |                    | <ul style="list-style-type: none"><li>• Imagination &amp; Creativity</li><li>• Trouble-shooting</li><li>• Risk-taking</li><li>• Innovation</li><li>• Humor</li></ul> |                      |

<http://www.benziger.org>

- One lobe is more highly developed and efficient than the others
- This results in aptitudes vs. frustration and fatigue
- Entrepreneurs will start businesses appealing to their natural aptitude
  - Recognise this to provide better support, more easily

## Logical and Analytical

Analyticals will enjoy drilling-down to the small details and keep tweaking things. This group enjoy spreadsheets too but with Finanscapes you'll still get everything in a consistent format and won't need to step through each calculation

## Practical and Routine-oriented

Planning types value the consistency and obvious, regimented data output across pages

## Imaginative and Abstract

Creatives value visual display. The robust environment allows them to try out lots of ideas and changes without being disengaged by formula errors

## Harmonising and Sensitive

Work online with and be-there alongside people when they need it. They'll feel much more secure and engaged knowing there's no chance of breaking it, and that you can see their plan online (live) if they need you.

- Press the Help button
- Email us at  
[support@finanscapes.com](mailto:support@finanscapes.com)
- Call on 08000 24 89 24