

# Michael J Barbarita

## Next Step CFO

### Contracted Chief Financial Officer



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Michael Barbarita is a contracted Chief Financial Officer and works with small businesses who cannot afford or do not require a full time CFO. The reason why he is in business is to empower small business owners to earn multiple 6 figures in profit and income and build 7 figures in business value.

#### **What he does for small businesses and what he can do for you is:**

1. Ensure the business owner knows their numbers so that better business decisions can be made.
2. Show the business owner where their cash is going. (Prepare business and cash flow forecasts to facilitate this process).
3. Help the business owner formulate the strategic plan to get more customers, achieve higher margins, improve cash flow, make more money and formulate a desired exit.
4. Help the business owner make people accountable in the organization through the use of metrics (Financial parameters that evaluate the performance and productivity of the business).

He provides a free consultation to see if he and the client are both a good fit for each other.

A short presentation on why we forecast can be seen at:

[Why We Forecast Video](#)

Michael Barbarita has owned and operated Retail, Manufacturing and Service companies over the last 35 years. One of the retail companies he operated called "Ski Town USA" grew from \$2.5 Million to \$8.0 million in less than 5 years. One of the products he manufactured was "Cookies To Scoop Frozen Cookie Dough" and was featured on the QVC Home Shopping Network and was selected as one of the top 20 products in the State of Massachusetts in 1997.