

## Success Stories

### Case Study No. 3

**Company:**

Large social services organization

**Objective:**

Provide interim CFO services

**Problem:**

Fearful of change, demoralized personnel were leaving assignments incomplete

**Solution:**

The 24 people working in the accounting department were reeling from the policies of the organization's previous CFO. Apprehensive about the future, some had difficulty completing important work.

JRH Consulting Group recognized the personal and personnel issues involved as the organization searched for a new CFO. Meeting one-on-one and in groups, we gave the staff the opportunity to voice their concerns. We could authentically reassure them that the organization's intention was to hire a new CFO who would make things better for all. At the same time we launched a successful effort to collect outstanding amounts due from government and other grant-funded sources, improving the organization's cash flow. We also supervised staff as they coordinated with the organization's outside accounting firm during the financial statement and government compliance audits.

**Payoff:**

The organization's CEO slept better at night, confident the transition to a new CFO had been managed effectively.

### Case Study No. 4

**Company:**

A long-established real estate holding and development company

**Objective:**

To make the transition to second-generation leadership

**Problem:**

Antiquated bookkeeping and information-reporting systems

**Solution:**

This prosperous company, in existence for more than 35 years, showed assets in both commercial and residential real estate held by two separate business entities — and tracked by out-of-date accounting software systems.

JRH Consulting Group analyzed the informational needs of the overall operation, including all processes for managing assets, recording leases and tenant information, monitoring options, overseeing and managing construction projects, and dealing with project and property managers. We established a single system capable of generating accurate financial information for all company operations.

**Payoff:**

The founder retired, happy to know that his business was in good hands.