



## Enterprising Construction Services Provider Needed a Foundation for Growth with Foster Results

### The Client

Chimney & Masonry Outfitters is an Indianapolis-based company that provides services for chimney maintenance, masonry needs, and aesthetic veneer installation.

### The Challenge

Chimney & Masonry Outfitters had ambitious plans for growth, and they wanted to position themselves financially in the best possible way that would make those aspirations a reality. But they needed someone who could tell them how to get there.

### The Solution

Foster Results worked with Chimney & Masonry Outfitters to establish a chart of accounts that would enable them to track and manage the key indicators of health and growth for their business. We then began processing their accounts payable and tracking the costs of the individual lines of product so that we could provide reliable information that would allow them to compare the profitability of those lines of product.

### HIGHLIGHTS

Positioned small company for huge growth

Provided clarity for crucial business decisions

Relieved managers and clients of accounts payable complications

**“Foster Results is a key part of our team. They work hard, allowing the CMO to track and manage our key business indicators. Because of Foster we better understand the business’ financial health, allowing my company to focus on growing our business.”**

– Kourtney Zahn, Owner