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All small business operators who employ one or more staff.

#### Why use a policy and procedure manual?

This financial policy and procedure manual is for the small business operator and their employees.

The main benefits to having this policy and procedure manual are that it:

- ensures all staff are aware of obligations in relation to finance transactions within the business
- is a proven way to help your managers and supervisors make consistent and reliable decisions
- helps give each employee a clear understanding as to what you expect and allow.

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# **Sample Sales Policy And Procedures Manual**

Joyce J. Fitzpatrick, Beverly Ann Glasgow, Jane Young

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