

# Job-to-Cash Leak Map

Where revenue slips between enquiry and invoice

LM-18 | Automate | FC-06

Map leaks across lead, quote, job, and invoice. Circle every YES.

## Lead to quote

Enquiries sit in inbox more than 24h without owner

Quote template retyped from last job each time

No link between marketing source and won/lost

## Quote to job

Won quote manually re-entered into job system

Scope changes not captured before work starts

Customer confirmation not stored in one place

## Job to invoice

Variations tracked in spreadsheets or texts

Job marked complete before invoice raised

Chasing payment has no link to job history

Book FC-06 at [northark.ai/book?sku=FC-06](https://northark.ai/book?sku=FC-06)