

ESSENTIAL INFORMATION FOR BUSINESS PEOPLE

BUSINESS ESSENTIALS®

SEPTEMBER 2016 | EDITION 386

*the
extras*

A word from our sponsor, subscription
information and contact details of all our
featured speakers.



MANAGING DIRECTOR
NICK SCHILDBERGER

WELCOME TO THE SEPTEMBER 2016 EDITION OF BUSINESS ESSENTIALS.

If this is the first time you've received a Business Essentials CD, we hope it will be a thoroughly enjoyable experience for you - and that you'll come back for more!

We suggest that you put this CD straight into your car's CD player and start listening. These CDs are designed to inform, update, motivate and inspire.

And we know they work. Just check out what others say about us on our website at www.be.com.au and you'll see why Business Essentials has become such a valuable learning tool for thousands of business operators around Australia for over 30 years.

Become a subscriber today!

To subscribe, please **complete the form below** and send it to us or **order online** at www.be.com.au/store

Straight away you'll start receiving your own monthly CDs, as well as downloadable access to all our interviews online.

BUSINESS ESSENTIALS SUBSCRIPTION FORM

- ☐ **1 year**/12 editions \$445 ☐ **2 years**/24 editions \$800 (**SAVE \$90**)
Prices include GST & P/H

YOUR DETAILS

☐ Dr ☐ Mr ☐ Mrs ☐ Ms Full name:

Company:

Address:

Phone:

Mobile:

Email:

PAYMENT OPTIONS

☐ **Cheque**

Enclosed is a cheque made to Business Essentials Media Production Pty Ltd

☐ **Credit Card**

Please charge my credit card for the amount of ☐ \$445 or ☐ \$800

Card type ☐ VISA ☐ Master Card

Card Number

Name on card

Expiry

Signature

RETURN THIS FORM

Fax 03 9882 8017 **Mail** PO Box 579 Hawthorn VIC 3122
Scan and **email** info@be.com.au
Got a query? call Maureen Payne on 1800 039 098

For more information about the topics discussed on this program, please contact the relevant organisations listed below.

HOW TO COMPETE IN A NEW BUSINESS WORLD

Chris Riddell, Global Futurist

03 8679 6508

sayhello@chrisriddell.com

www.chrisriddell.com

BRINGING SAS SKILLS TO CRISIS MANAGEMENT

Scott Houston, Executive Risk Solutions

08 6165 3333

scott@executiverisksolutions.com.au

www.executiverisksolutions.com.au

CLARIFYING THE RULES AROUND ANNUAL LEAVE

Cheryl Disher, HR Advice Online

1300 720 004

info@hradviceonline.com.au

www.hradviceonline.com.au

MARKETING: THINK LOCAL!

Sue Ellson

0402 243 271

sueellson@sueellson.com

www.sueellson.com

HOW TO SUPPORT STAFF WITH MENTAL HEALTH ISSUES

Graham Andrewartha, McPhee Andrewartha

1300 856 480

graham@mcpheeandrewartha.com.au

www.mcpheeandrewartha.com.au

WHY BOTHER WITH A TESTAMENTARY TRUST IN YOUR WILL?

Michael Jones, Cummings Flavel McCormack

03 9252 0800

enquiries@cfmc.com.au

www.cfmc.com.au

SHAREMARKET UPDATE

Elio D'Amato, Lincoln Stock Doctor

1300 676 333 / 03 9854 9444

www.lincolnindicators.com.au

MANAGING CONFLICTS AT WORK

Rho Sandberg, CLE Consulting Australia

03 9077 2163

rho@cleconsulting.com.au

www.cleconsulting.com.au

SELF-PERSUASION: NEW TECHNIQUE TO HELP BUYERS BUY

Harry Mills, The Aha! Advantage

PO Box 11 721

Wellington

New Zealand 6011

harry.mills@ahaadvantage.com

+64 4 499 6770 or +64 21 452 256

www.ahaadvantage.com



Managing Director **Nick Schildberger**

Executive Producer **Heather Dawson**

Director Audio/Video **Peter Letts**

Producer/Business Development

Manager **Chris Ashmore**

Subscriptions Manager

Maureen Payne

Publisher BE Media Production Pty Ltd ABN: 98 006 144 449

106/12 Cato Street
Hawthorn East Vic 3123

Telephone: 03 9882 8333

Facsimile: 03 9882 8017

Email: info@be.com.au



Accountants Who Help You See Further

Cummings Flavel McCormack are accountants who provide accounting, auditing and business advice to business owners. Cummings Flavel McCormack also provides tax consulting services.

Tax Consulting

Tax law is relevant to every major business and investment decision. Understanding the latest developments in tax is difficult.

The Cummings Flavel McCormack tax consulting practice works with clients to evaluate the taxation risks and benefits applicable to their business and investment plans.

We are proud of our ability to untangle the complexities of tax law to produce commercially practical tax advice that the client can understand and act on with confidence.

We have significant breadth of experience, having worked with successive governments in tax law development and holding key positions on advisory and education committees with professional tax bodies.

David Kent, Michael Jones and Neil Flavel lead a group of dedicated taxation professionals.



see further

Individual resident marginal tax rates for the year ended 30 June 2017

TAXABLE INCOME	TAX ON THIS INCOME
\$0 – \$18,200	Nil
\$18,201 – \$37,000	19c for each \$1 over \$18,200
\$37,001 – \$80,000	\$3,572 plus 32.5c for each \$1 over \$37,000
\$80,001 – \$180,000	\$17,547 plus 37c for each \$1 over \$80,000
Over \$180,000	\$54,547 plus 45c for each \$1 over \$180,000

*This table does not reflect the 2016 budget changes. These changes require parliamentary approval.

The tax rates do not include the Medicare Levy of 2%. Your Medicare levy is reduced if your income is below a certain threshold and in some cases you may not have to pay the levy at all. The thresholds are higher for seniors. If your income is above the thresholds, you may still qualify for a reduction based on your family taxable income.

For more visit our website, www.cfmc.com.au

Office Details

Level 15, 390 St Kilda Road
Melbourne VIC 3004

T: 61 3 9252 0800 F: 61 3 9252 0801

E: enquiries@cfmc.com.au

E: careers@cfmc.com.au

www.cfmc.com.au

cummings
flavel mccormack





MEDIA PRODUCTION

**Engage your customers via the
most powerful form of media**

AUDIO

For more than 30 years BE Media Production has used its wealth of experience to create audio content for business owners, entrepreneurs and thought leaders, enabling them to showcase their business to the world.

BE Media Production
Specialists in audio for business

Audio programs
Audio production
Corporate videos

Training videos
Media services
Media training

CONTACT 1800 039 098 | be.com.au | info@be.com.au