

ESSENTIAL INFORMATION FOR BUSINESS PEOPLE

BUSINESS ESSENTIALS®

JULY 2018 | EDITION 408

*the
extras*

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



WELCOME TO THE JULY 2018 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 businessessentials.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 \$465 ☐ **2 years**/24 editions \$830 (**SAVE \$100**)
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 ☐ \$465 or ☐ \$830

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

CONTACT THIS MONTH'S SPEAKERS

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

ECONOMIC UPDATE

Professor Neville Norman,
Melbourne University

neville.norman@unimelb.edu.au

THE 7 PRINCIPLES OF SUCCESSFUL MARKETING

Hunter Leonard, BlueFrog Marketing

bluefrogmarketing.com.au

linkedin.com.au/in/hunter-leonard

DON'T DISMISS THE "MUMS" MARKET

Katrina McCarter, Marketing to Mums

katrina@marketingtomums.com.au

marketingtomums.com.au

linkedin.com/in/katrina-mccarter

THE RE-SHAPING OF RETAIL PROPERTY

Peter Buckingham, Spectrum Analysis

03 9830 0077

peterb@spectrumanalysis.com.au

spectrumanalysis.com.au

HOW TO GIVE FEEDBACK

Mandy Holloway, Courageous Leaders

0418 973 513

mandy@courageousleaders.com.au

courageousleaders.com.au

HOW GOOD IS YOUR FINANCIAL ADVISER?

Greg Keady, APW Partners

03 9826 6610

gkeady@apwpartners.com.au

apwpartners.com.au

BEWARE ATO FOCUS ON THE TAXATION OF TRUSTS

Michael Jones, Cummings Flavel McCormack

03 9252 0800

enquiries@cfmc.com.au

cfmc.com.au

TRANSITIONING TO THE FUTURE

Steve Sammartino, Futurist

me@stevesammartino.com

stevesammartino.com



Managing Director **Nick Schildberger**

Executive Producer **Heather Dawson**

Director of Audio **Peter Letts**

Head of Podcast Partnerships/Producer

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

© Copyright 2018. Business Essentials Media Production Pty Ltd. ABN 98 006 144 449. This CD is subject to copyright. No part thereof may be reproduced by any process without direct written permission. Business Essentials is a registered trademark under licence from Business Essentials Properties Unit Trust. Neither Business Essentials Media Production Pty Ltd. nor sponsors of this program accept any form of liability, be it contractual, tortious or otherwise, for the contents of this CD or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this CD are of a general nature only and may not relate to or be relevant to your particular circumstances.

Business Essentials Forecasts made in June 2018

<u>Forecast Item</u>	Latest – at June 2018	BE Business Forecasts
Real GDP Growth Australia to Dec quarter 2018	+2.8% Bud18 = 3%	3.2%
Ditto China	+6.8%	7.2%
Ditto USA	+2.8%	2.6%
Ditto The World (IMF)	+3.9%	3.8%
Probability of a recession before Dec 2019	-	2%
Sydney house price growth to June quarter 2019	-4.2%	+0.5%
Melbourne house price growth to June quarter 2019	2.2%	+3.5%
Consumer Price Index growth Australia to June quarter 2018	+1.8%	+2.25%
Wage-price index growth Australia to June quarter 2019	+2.1%	+3.2%
Underlying Budget Cash Deficit 2018/2019	\$15bn	\$22bn
RBA cash rate at 31 Dec 2018	1.5%	1.75%
RBA cash rate at 30 June 2019	1.5%	2.25%
10-year Government bond rate 30/6/2019	2.7%	3.2%
\$US/\$Aus at 30 June 2019	75.4c US	78c US
S&P/ASX200 share price index 30/6/2019	6017	6750



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 2019

TAXABLE INCOME	TAX ON THIS INCOME
\$0 – \$18,200	Nil
\$18,201 – \$37,000	19c for each \$1 over \$18,200
\$37,001 – \$90,000	\$3,572 plus 32.5c for each \$1 over \$37,000
\$90,001 – \$180,000	\$20,797 plus 37c for each \$1 over \$90,000
Over \$180,000	\$54,097 plus 45c for each \$1 over \$180,000

This new tax scale depends on the passage of legislation. 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



Engage your market with a podcast

BE Media Production is Australia's premier
producer of audio content for business.

PODCASTS | AUDIO BOOKS | AUDIO MAGAZINES

CONTACT

1800 039 098

info@be.com.au

be.com.au

Learn how brands
are successfully
using podcasting
and audio
content to **build
engagement and
add value.**

BE PODCASTING

ENGAGE
YOUR
AUDIENCE



Listen on
Apple Podcasts