

# Farm Succession Planning

Grant Bloxham, Bstar



**Chartered Accountants Business in Focus**  
**Monthly audio program**

**November, 2012**

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So many of us work in Australia's big population centres. But let's not forget the accounting practices operating in rural Australia, many of which will have farming clients with big succession issues to consider. This month, with the help of Grant Bloxham of Bstar, we go bush to look at ways to address those issues in both a practical and strategic fashion.

Also this month, we look at a couple of significant workplace issues and how to manage them. Take a multi-generational workforce, for example. Should you treat everyone the same, despite their different ages? Andrew Brushfield of Robert Half has some practical answers for you. Then, there's managing sales people. They work in mysterious ways, we're told, and if your clients have trouble seeing through the fog, they'll be interested to hear what sales force expert Adele Crane, has to say on the matter.

What happens if there's a communication breakdown in a business and a silo mentality sets in? It happens when the going gets tough and communication expert Steve Casey spells out the warnings.

We bring you an update on business sales right now, plus our usual update on the sharemarket - which is looking brighter, according to regular Stock Doctor Elio D'Amato. And tax expert Michael Jones has some bright news this month, too. The tax office cares about us! The Government's spreading "the benefits of the boom", apparently, by letting us carry back losses after a bad year. It's in draft legislation and won't apply till next year - but nonetheless, it's nice to receive a positive gesture from the ATO!

And we look at success with onsite emergency services supplier Sitemed. Founder Nicole Nott tells us how she's made it happen, and here's a clue: she's got a canny head for figures, she can read between the lines on contracts, and she doesn't micro-manage.

Enjoy the program!

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# Information

For more information about the topics discussed on this November 2012 program, please contact the relevant organisations listed below.

## **ECONOMIC UPDATE**

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## **FARM SUCCESSION PLANNING**

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## **MANAGING A MULTI-GENERATIONAL WORKFORCE**

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## **SELLING UP – BUT WHO WILL BUY?**

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## **GOOD NEWS: LOSS-MAKERS CAN NOW GET TAX BACK!**

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## **SUCCESS; GOOD PLANNING, GOOD CULTURE, AND GOOD MATHS!**

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## **GETTING THE RIGHT ANSWERS FROM SALES PEOPLE**

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## **BREAKING DOWN SILO ATTITUDES**

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## **SHAREMARKET UPDATE**

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## **LOVE AND BUSINESS: TRICKY MIX!**

Dr Greg Chapman, Empower Solutions  
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Greg's book "Married to the Business" can be purchased online from  
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