

# Courageous leadership

Mandy Holloway



## Chartered Accountants Business in Focus

February 2013

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Institute of  
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Welcome to this February 2013 edition. And Happy New Year!

In this edition, we ask you to think about the sort of leader you really are. Do you inspire your team, or do you find it difficult to have meaningful conversations with them? Perhaps you're so busy with the day-to-day that you don't find the time – or you put off difficult conversations because there never seems to be the right moment. Inspiring staff to be their best takes courage, says Mandy Holloway of *Courageous Leaders*. It's all to do with better engagement and Mandy will show us the way.

Bigger picture, 2013 may be just the year for clients to think about selling their businesses. If so, Craig West of *Succession PLUS* has valuable strategic advice, including how to achieve the best price in a difficult market.

Meanwhile, Bank Doctor Neil Slonim - a veteran of the banking industry – poses an important question: How far can you rely on your bank, he asks, when the chips are down? You may not have as much support as you assumed. Neil Slonim offers food for thought and some valuable insights on business banking relationships.

We have some salutary reminders this month about the duties of company directors under the law – in the broader sense with lawyer Richard Hobson of *Linchpin Legal Management*, and more specifically on the tax side of things with expert Michael Jones, of *Cummings Flavel McCormack*, who addresses the obligations of business owners and company directors to keep employees' tax payments in order and up-to-date following changes to the law.

Zoe Wyatt of *SocialMediaShortCut.com* offers valuable advice about marketing our businesses via social media sites. And now that the Christmas rush is over, Dr Michael Schaper of the ACCC reminds us of about retailers' obligations when it comes to replacements, refunds and repairs. It's timely advice as we all get to grips with using – or disposing of - a swag of Christmas presents.

There's plenty of variety this month. I trust you'll enjoy the program.

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# Information

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

## **ECONOMIC UPDATE**

Professor Neville Norman,  
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## **COURAGEOUS LEADERSHIP**

Mandy Holloway, Courageous Leaders  
T: 02 9954 3228  
[www.courageousleaders.com.au](http://www.courageousleaders.com.au)  
Mandy Holloway and Karen Orvad are delivering the Institute's Courageous Leadership Program in Sydney. For more information, please contact the Institute direct on 1300 137 322

## **MAXIMISING THE VALUE OF A BUSINESS**

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## **LESSONS ON DIRECTORS' RESPONSIBILITIES**

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## **HOW FAR CAN YOU RELY ON YOUR BANK?**

Neil Slonim, The Bank Doctor  
[www.theBankDoctor.com.au](http://www.theBankDoctor.com.au)

## **WHAT'S HAPPENING WITH PROPERTY**

Nicholas Don, Odyssey Financial  
T: 1300 362 489  
[www.odysseyfinancial.com.au](http://www.odysseyfinancial.com.au)

## **HARNESSING THE POWER OF SOCIAL MEDIA**

Zoe Wyatt, SocialMediaShortCut.com  
[www.SocialMediaShortCut.com](http://www.SocialMediaShortCut.com)  
Zoe Wyatt will be presenting at the Institute's Public Practitioners Conference. For more details, please contact the Institute direct on 1300 137 322

## **REMINDERS ON TAX OBLIGATIONS TO EMPLOYEES**

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T: 03 9252 0800  
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[www.cfmc.com.au](http://www.cfmc.com.au)

## **THE RULES ON RETURNS, REFUNDS AND REPAIRS**

Dr Michael Schaper, ACCC  
Small Business Helpline: 1300 302 021  
[www.accc.gov.au](http://www.accc.gov.au)

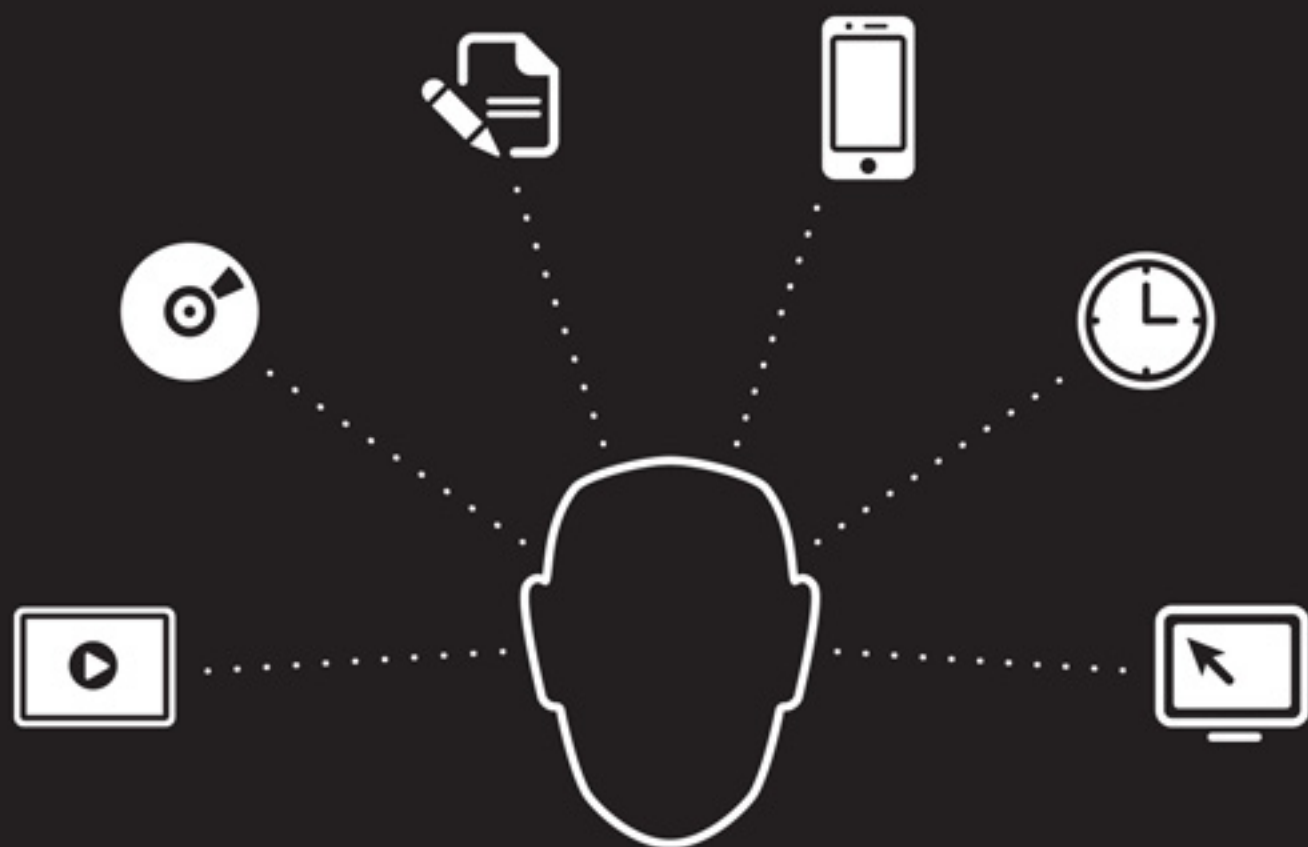
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