

# HOW TO BUILD LEAD INDICATORS

Bryan Whitefield, Risk Management Partners



## Chartered Accountants Business in Focus

October 2014

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Welcome to this October 2014 edition.

It's just over a year now since we went to the polls and elected the Abbott Coalition government. There's been plenty of heat generated since on a variety of topics, but what's happened to the economy? Best placed to answer that question is our longtime economics expert, Professor Neville Norman of Melbourne University. You'll hear Neville's assessment on this edition.

Bryan Whitefield of Risk Management Partners returns this month to consider lead performance indicators. He says that many organisations lack the framework necessary for measuring lead indicators, and there's a prevailing attitude among Chartered Accountants that some things simply can't be measured. Bryan offers his recommended framework.

Peter Maguire, CEO of Investors in People Australia, tells us why it's no longer enough just to refer to our employees as our greatest business asset. We've got to make it an everyday reality if we want to lift productivity and keep our businesses moving forward.

Presentation skills expert Michelle Bowden tells us how to be more persuasive when we're trying to get our message across – and to overcome our public speaking nerves at the same time!

Also this month, tax expert Michael Jones of Cummings Flavel McCormack reminds us of the pros and cons of Buy-Sell Agreements, while Elio D'Amato of Lincoln Stock Doctor shines some light on what, for most of us, is a clouded and confusing market scene.

And, the propensity of modern technology to change again before we've properly caught up with the last advance means it can be a constant source of concern – and expense, if we don't get it right. Two aspects this month: Heather Maloney of Contact Point IT Services tells us how to successfully project-manage a new website, while Samuel Gilbert of IT consultancy Caramel advises on getting the right equipment for our practices.

Enjoy!

A handwritten signature in black ink that reads "Nick Schildberger". The signature is fluid and cursive, with the first name being more prominent.

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# Information

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

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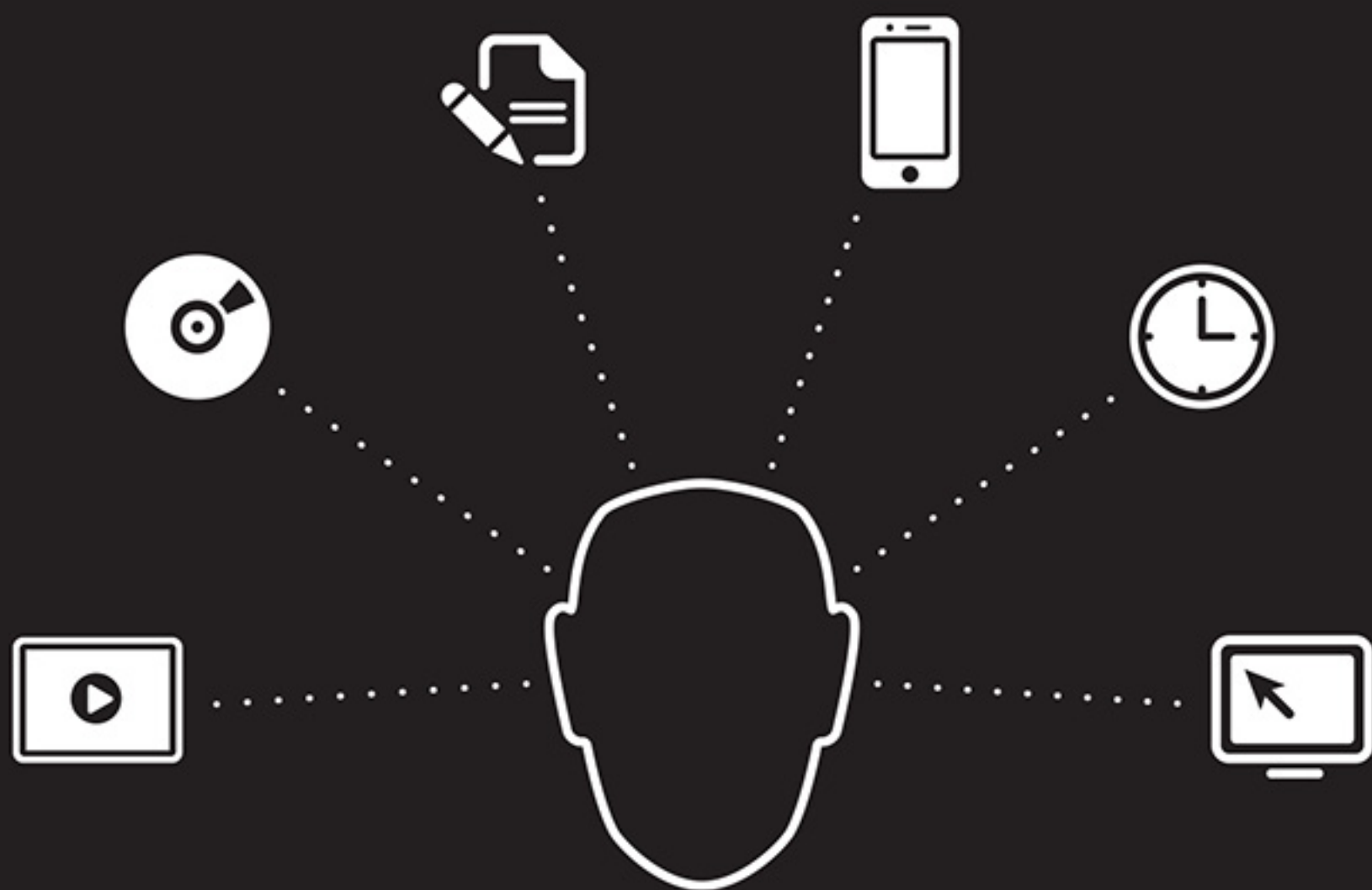
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