

BUILDING BETTER BUSINESS INCH BY INCH

Nigel Collin



Chartered Accountants Business in Focus

November 2014

charteredaccountants.com.au/bif



CHARTERED ACCOUNTANTS
AUSTRALIA + NEW ZEALAND



Welcome to this November 2014 edition.

This month, we start with some helpful perspectives on how to grow – and keep on growing - from author, speaker and coach Nigel Collin. Nigel's spoken to scores of business people in recent times about business growth – and in particular, how we can find those fresh ideas that will keep our businesses alive and kicking rather than falling by the wayside. One of his big messages – don't wait for someone in your business to come up with that amazing "Eureka" breakthrough which is suddenly going to catapult you into the future. As Nigel says, you could be waiting a long time. No, there's a better, more achievable way to innovate, he says, and he tells us what that is as part of this month's line-up of interviews.

Dave Pearson from Leadenhall Corporate Advisory looks at emerging trends in the small business valuation process. Valuations are subject to more scrutiny now than in the past, he says, which has many implications for accountants and their clients.

Speaking of which, author and consultant James Evangelidis returns this month to consider the importance of trust in a relationship between an accountant and their client. It's difficult to earn, he says, and very easy to lose.

Then, we talk to business succession supremo Craig West about employee share plans. Perhaps you've thought about them but abandoned the idea because of the recent tax rules. Well Craig's a big advocate of them and now, as the Abbott Government rewinds those rules to make employee share plans more attractive, he'll outline why you might like to revisit the idea - and how to make sure of success if you decide to proceed.

If recovering debts has been an issue for you this year, you'll be interested in our interview this month with Roger Mendelson of Prushka Fast Debt Recovery. Few people know more about debt levels than Roger, who keeps his ear to the ground by regularly surveying his fifty thousand business clients around the country. Roger gives us insights into what's really happening in small business right now.

And, few investments have proved stronger than the big four banks in recent years. But have they been prepared to invest in you? That's a question this month for bank doctor Neil Slonim, a former banker who now uses his extensive knowledge of the way banks work to help businesses improve their banking relationships. Neil has plenty to say this month about bank attitudes – and what you can do to improve your chances of getting a loan if you need one.

Enjoy the program,

Nick Schildberger
Managing Director

Managing Director
Nick Schildberger

Advertising/Sponsorship
Nick Schildberger
nschildberger@be.com.au

Production Manager
Heather Dawson

Producer
Bob Kearsley

Technical Producer
Peter Letts

Publisher
Business Essentials Media Production Pty Ltd
ABN 98 006 144 449
106/12 Cato Street,
Hawthorn East VIC 3123
Phone 03 9882 8333
Fax 03 9882 8017
Web www.be.com.au

© Copyright 2014 Business Essentials Media Production Pty Ltd ABN 98 006 144 449. Neither Business Essentials Media Production Pty Ltd nor Chartered Accountants Australia and New Zealand, 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.

Chartered Accountants Australia and New Zealand is a trading name for the Institute of Chartered Accountants in Australia (ABN 50 084 642 571) and the New Zealand Institute of Chartered Accountants – see charteredaccountantsanz.com for further information.

Business in Focus/Tax in Focus Subscription

Subscription Form

Personal details

I would like to subscribe to Chartered Accountants Business in Focus and/or Tax in Focus:

Family name	First name					
Company name	Position					
Address						
City	Country	Postcode				
Telephone	Fax					
Email	Member No.					
Age group	18 – 25 <input type="checkbox"/>	26 – 35 <input type="checkbox"/>	36 – 45 <input type="checkbox"/>	46 – 55 <input type="checkbox"/>	56 – 65 <input type="checkbox"/>	>65 <input type="checkbox"/>
Type of business	Number of employees					

Subscription Pricing

Product

- ☐ Business in Focus – Online
☐ Business in Focus – CD
☐ Tax in Focus – Online
☐ Tax in Focus – CD
☐ Business in Focus + Tax in Focus – Online
☐ Business in Focus + Tax in Focus – CD

Australian Prices

Members	Non-Members
<input type="checkbox"/> \$375	<input type="checkbox"/> \$475
<input type="checkbox"/> \$445	<input type="checkbox"/> \$545
<input type="checkbox"/> \$374	<input type="checkbox"/> \$475
<input type="checkbox"/> \$445	<input type="checkbox"/> \$545
<input type="checkbox"/> \$635	<input type="checkbox"/> \$835
<input type="checkbox"/> \$795	<input type="checkbox"/> \$995

Overseas Prices

(excl. GST)

Members	Non-Members
<input type="checkbox"/> \$340	<input type="checkbox"/> \$430
<input type="checkbox"/> N/A	<input type="checkbox"/> N/A
<input type="checkbox"/> \$340	<input type="checkbox"/> \$430
<input type="checkbox"/> N/A	<input type="checkbox"/> N/A
<input type="checkbox"/> \$577	<input type="checkbox"/> \$759
<input type="checkbox"/> N/A	<input type="checkbox"/> N/A

Payment options

Please find enclosed cheque made payable to
Business Essentials Media Production Pty Ltd for

\$

OR I wish to pay by

- ☐ Amex ☐ Mastercard ☐ Visa

Cardholder's name

Card number

Expiry ____ | ____

Signature

- ☐ To unsubscribe from further communication relating to
Training & Development products tick here.

Chartered Accountants Australia and New Zealand respects the privacy of individuals and acknowledges that the information you provide on this form is protected by the Privacy Amendment (Private Sector) Act 2000. The information collected by the Institute is used for the purpose of processing your registration and providing you information (via email and/or mail) on upcoming events, specific products and services provided by or associated with the Institute. To access a full copy of our policy visit:
charteredaccountants.com.au/privacy_policy

Free Post

Send this form, accompanied by a cheque to:
Business Essentials Media Production Pty Ltd
Reply Paid 579
Hawthorn East, VIC, 3123
Australia

Free Fax

1800 656 351

Free Call

1800 039 098

Please Note: Upon payment this notice becomes a tax invoice.
Please retain a copy for your records.

Business Essentials Media Production Pty Ltd ABN 98 006 144 449
106/12 Cato Street Hawthorn East VIC 3123 Australia

Chartered Accountants Australia and New Zealand is a trading name for the Institute of Chartered Accountants in Australia (ABN 50 084 642 571) and the New Zealand Institute of Chartered Accountants – see charteredaccountantsanz.com for further information.



CHARTERED ACCOUNTANTS
AUSTRALIA • NEW ZEALAND

Information

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

BUILDING BETTER BUSINESS INCH BY INCH

Nigel Collin, Game of Inches
www.gameofinches.com.au
www.nigelcollin.com.au
T: 0478 036 986 (Simone)

VALUING SMALL BUSINESSES: EMERGING TRENDS

Dave Pearson, Leadenhall Corporate Advisory
dave.pearson@leadenhall.com.au
www.leadenhall.com.au
T: +612 9199 1103

DYNAMICS OF TRUST WITH CLIENTS

James Evangelidis,
What Do Clients Really Want?
james@whatdoclientsreallywant.com
www.whatdoclientsreallywant.com
T: 0410 463 637

TIME TO RECONSIDER EMPLOYEE SHARE PLANS?

Craig West, Succession Plus
www.successionplus.com.au
www.craigwest.com.au
T: 1300 665 473

TACKLING THE DEBT DEFAULTERS

Roger Mendelson, Prushka Fast Debt Recovery
info@prushka.com.au
www.prushka.com.au
T: 03 9874 5000

HOW THE BANKS VIEW BUSINESS LENDING

Neil Slonim, The Bank Doctor
www.thebankdoctor.com.au

THE ECONOMY AND SHARES

Elio D'Amato, Lincoln Stock Doctor
www.lincolnindicators.com.au
T: 1300 676 333 or 03 9854 9444

CGT CONCESSIONS: ARE YOU IN OR OUT?

Michael Jones, Cummings Flavel McCormack
enquiries@cfmc.com.au
www.cfmc.com.au
T: 03 9252 0800

IMPLEMENTING NEW TECHNOLOGY

Samuel Gilbert, Caramel
sgilbert@caramel.com.au
www.caramel.com.au
T: 1300 559 100

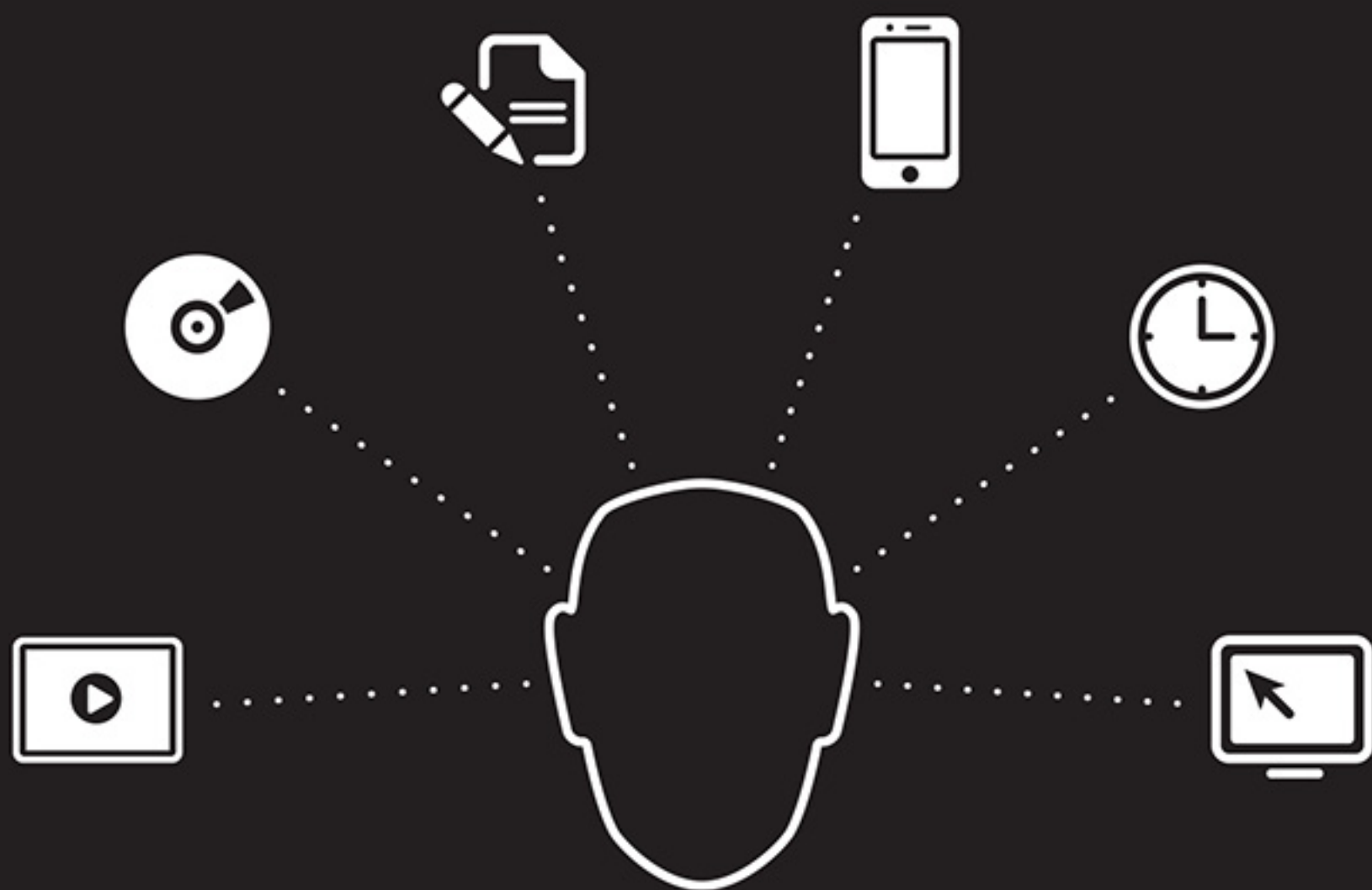
Hear and now



Keep abreast of the latest development in business and tax in your car, at your desk, or even on the bus!

Your annual subscription will consist of monthly audio updates either on hot topics in business or the latest tax news.

You can choose to have your subscription delivered each month on CD or online. The online version has an optional MP3 download capability enabling you to keep up-to-date via your iPOD®, compatible mobile phone, PDA or any other MP3 device.



Flexible learning solutions

The finance and accounting landscape is constantly changing and our **eLearning** portfolio makes staying ahead easy. The availability of a wide variety of online training options and topics allows you to complete your CPE hours with the flexibility you need.

To find out more about the flexible **eLearning** options visit
charteredaccountants.com.au/elearning