

‘Whole Brain Thinking’ for a better practice

Peter Black, Peter Black Coaching



Chartered Accountants Business in Focus

July 2015

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Welcome to this July 2015 edition.

Here we are, already beyond the half-point in the Calendar year, with another financial year behind us. It's always a good time to review progress and our regular economist Professor Neville Norman will help set the scene with his mid-year economic summary – where we are, where we're heading, and what to watch out for as we push on into the second half of 2015.

And we have a strong message this month from tax adviser Michael Jones of Cummings Flavel McCormack – don't put the brakes on tax planning just because the end-of-financial-year frenzy has gone. There are tax issues that you - and particularly your clients - should be thinking about right now that could make a difference this time next year. Michael outlines the key considerations.

Beyond the weighty tax and economic issues this month, though, let's change focus and think about love! Do your clients love you? What kind of experience do they really get when they deal with you? It's a question that Darrell Hardidge of client experience research company SAGUITY spends a lot of time considering. His message: if you can discover the key to delivering a ten-out-of-ten client experience, and then replicate it, you're onto a total winner for your business.

Also this month, business consultant Peter Black says we can be more creative in our business by applying what's called 'Whole Brain Thinking' and he examines how to measure our thinking preferences.

And, Richard Puffe, a tax accounting software expert at Thomson Reuters, looks at some of the current technology which can help accountants add value to the relationships with their SME clients.

We look at the whole vexing issue of leave entitlements for staff – there are so many of them, they can be a nightmare to administer, the rules change, state versus national awards seem designed to confuse us, and on it goes. How do you manage it all? Tracy Angwin's an expert and she'll offer some useful advice to keep everything on track.

If you have clients who are thinking of selling their business, we've got some valuable tips – straight forward but often forgotten – on attracting a buyer. Koos Kruger's an exit specialist and he'll outline 5 simple ways to get the word out.

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.

MID-YEAR ECONOMIC REVIEW

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HELP BUILD CLIENT RELATIONSHIPS WITH TECHNOLOGY

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YEAR END TAX PLANNING STARTS NOW

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5 WAYS TO ATTRACT A BUSINESS BUYER

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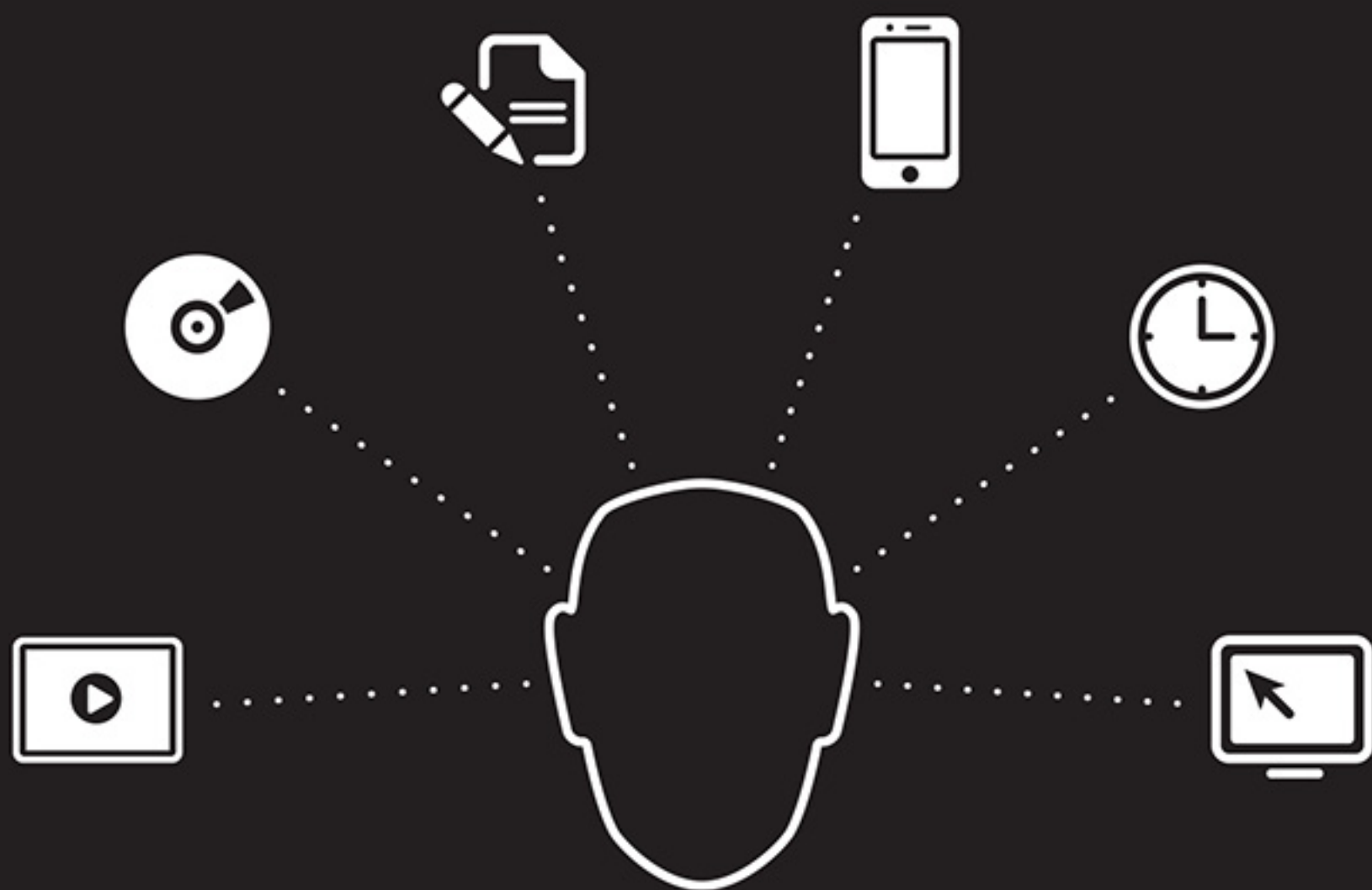
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