

Protect your clients from bad debt

Farook Mohammed, Aon Risk Services



Chartered Accountants Business in Focus

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Welcome to this August 2015 edition.

This month, the big word is partnerships. We'd like to suggest that you don't need to fight your battles for growth all on your own. Let's consider for a moment how different things could be if you joined up in some mutually beneficial way with another business, big or small. It's all about the power of collaboration, it's the cornerstone of Simone Novello's business Partner2GROW, and she'll explain the transformative impact it can have. But you have to approach partnerships the right way and Simone will tell us how.

Of course it's hard to do anything if you don't believe it'll work, and that's another message this month, from Anthony Bonnici, author of the book "Brain Blinkers". They're the negative mental barriers that prevent us from achieving the best. Anthony tells us how to overcome those mental barriers, which can make a huge difference to our business and personal success.

If your clients have ever struck hard times – so hard that they faced collapse – then you'd probably understand the sense in a new Productivity Commission proposal to provide a so-called "safe harbour" period from the harsh liabilities they may have faced. Sean Wengel of William Buck offers clarity around the proposed safe harbour laws and the breathing space they could offer to businesses operating on the edge.

And what if one of your own major clients finds itself in financial ruin and unexpectedly fails to pay you? It could leave you with a significant hole in your cash flow and even leave your own business teetering. Farook Mohammed of Aon Risk Services has an answer to the risk of bad debt.

Also this month, how do you make sure the people who work for you are happy and appreciated? Tony Delaney of staff recognition company Brownie Points has all sorts of valuable advice about how to identify the staff who love working for you, as opposed to those who really don't care. He'll remind us that our staff are our most important competitive advantage. Best then, he says, to look after them.

In addition this month, tax expert Michael Jones discusses the attractive tax concessions offered to small business in the May federal budget. But which businesses qualify? Listen to Michael Jones for some reminders of value to your small business clients.

And, serial entrepreneur and venture banker Neville Christie returns with the reassuring news that we have at least seven options to consider when the chips are down.

Enjoy!

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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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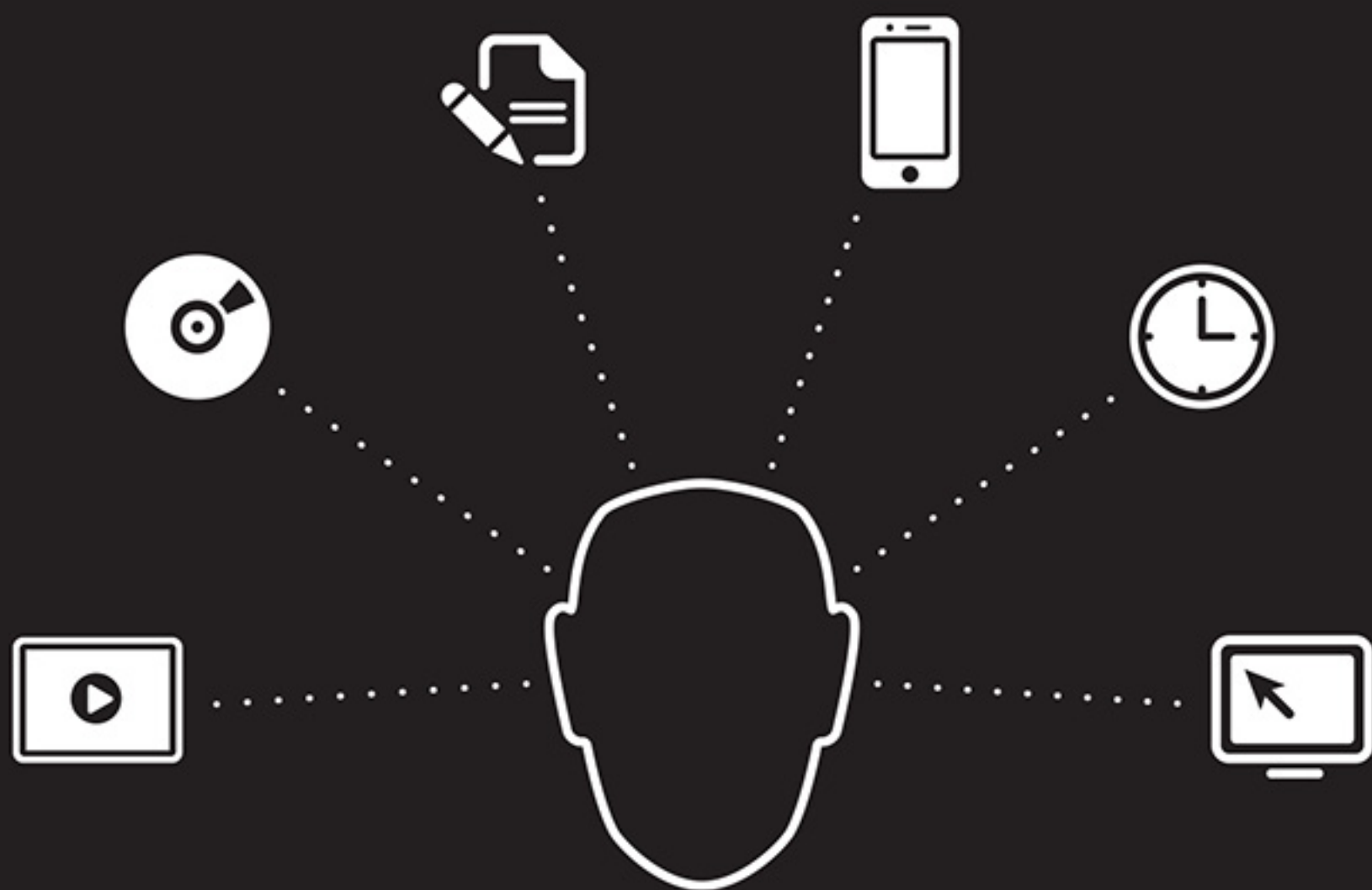
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