What makes a good strategic leader?

Bryan Whitefield



Chartered Accountants Business in Focus

October 2015

CHARTERED ACCOUNTANTS
AUSTRALIA + NEW ZEALAND



Welcome to this October 2015 edition.

We start with the economy, the importance of risk management and yes - we can't ignore it - the big changes in federal politics that have caught us by surprise. Who would have thought it? Professor Neville Norman returns this month with some brief but candid comments about political manoeuvring at the top, before reminding us all that business, like politics, is risky and we need to prepare.

Risk management and decision-making go hand-in-hand – but are not easy allies in an increasingly complex business world. That's where strategic leadership and strategic planning is important. Bryan Whitefield returns to the program with specific tips on the decision-making process.

Also this month, we hear about asset valuation and the pitfalls of being underinsured. Andrew Grant from Aon Risk Solutions explains the benefits of getting a formal valuation. We bring you a couple of discussions about the sharemarket. Who hasn't watched the recent global shocks with trepidation? It's a nervous time for investors - and helpful, therefore, to hear the perspective of our regular commentator Stock Doctor Elio D'Amato, about what's going on. And for self-managed super trustees in particular, financial adviser Bruce Brammall offers suggestions on how investors can shield their nest eggs against sharemarket shocks. His first advice to trustees: Don't panic! He explains why not on this program.

Tax expert Michael Jones takes us to the Administrative Appeals Tribunal this month to demonstrate the difference between employee and independent business. It's a blurred line for many employers, and increasingly so as flexible working arrangements gather momentum. But a recent case offers clarity for anyone wanting to stay on the right side of the tax man.

We discuss funding and other assistance for would-be exporters through government agency EFIC, and we end this month's program with the big question of simplicity in business. Of course, simple isn't easy. But who mastered it better than just about anyone on the planet? That would surely be Steve Jobs and his remarkable Apple technologies that have transformed that way we work and play. Steve Jobs is no longer with us, but we're reminded about his extraordinary legacy by someone who worked closely with him for years... ad man Ken Segall has now written a book about the lessons he learned on simplicity during his time with Apple. In this complicated business world, he has some great reminders for us all.

Enjoy the program!

Nick Schildberger

Managing Director

Managing Director
Nick Schildberger
Executive Producer
Heather Dawson
Senior Producer
Bob Kearsley

Director Audio/Video
Peter Letts
Producer/Business Development
Chris Ashmore
Subscriptions Manager
Maureen Payne

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 2015 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 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 Member No. Email 18 - 25 26 - 35 36-45 46-55 56 - 65 >65 Age group Type of business Number of employees **Subscription Pricing** Australian Prices Overseas Prices (excl. GST) Product Members Members Non-Members Non-Members Business in Focus - Online Only \$375 \$475 \$340 \$430 Business in Focus - CD & Online \$445 \$545 N/A N/A Tax in Focus — Online Only \$375 \$430 \$475 \$340 Tax in Focus - CD & Online \$445 \$545 N/A N/A Business in Focus + Tax in Focus - Online Only \$635 \$835 \$577 \$759 Business in Focus + Tax in Focus - CD & Online \$795 \$995 N/A N/A Payment options Free Post Please find enclosed cheque made payable to Business Essentials Media Production Pty Ltd for Send this form, accompanied by a cheque to: \$ Business Essentials Media Production Pty Ltd OR I wish to pay by Reply Paid 579 Hawthorn East, VIC, 3123 Amex Mastercard Visa Australia Cardholder's name Card number Free Fax Free Call 1800 656 351 1800 039 098 Expiry 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 Signature 106/12 Cato Street Hawthorn East VIC 3123 Australia To unsubscribe from further communication relating to Chartered Accountants Australia and New Zealand is a trading name for the Institute of Chartered Training & Development products tick here. 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 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



Information

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

ECONOMIC UPDATE

Professor Neville Norman, Melbourne University n.norman@unimelb.edu.au

WHAT MAKES A GOOD STRATEGIC LEADER?

Bryan Whitefield, Bryan Whitefield Enterprises T: 02 9400 9702 bryan@bryanwhitefield.com.au www.bryanwhitefield.com.au

THE PITFALLS OF BEING UNDERINSURED

Ashley Grant, Aon Risk Solutions T: 02 8623 4063 www.aon.com.au

FUNDING SUPPORT FOR SMALL BUSINESS EXPORTERS

Andrew Watson, Executive Director, Export Finance, Efic T: 1800 093 724 Please send any enquiries via www.efic.gov.au/contact-us/

SHIELDING YOUR SMSF FROM SHAREMARKET SHOCKS

Bruce Brammall, Bruce Brammall Financial T: 03 9020 2905 bruce@brucebrammallfinancial.com.au www.brucebrammallfinancial.com.au

WHO AM I? EMPLOYEE OR INDEPENDENT BUSINESS?

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

GET PROSPECTING TO BOOST SALES

Ingrid Maynard, The Sales Doctor T: 0409 204 732 ingrid@thesalesdr.com.au www.thesalesdr.com.au

SHAREMARKET UPDATE

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

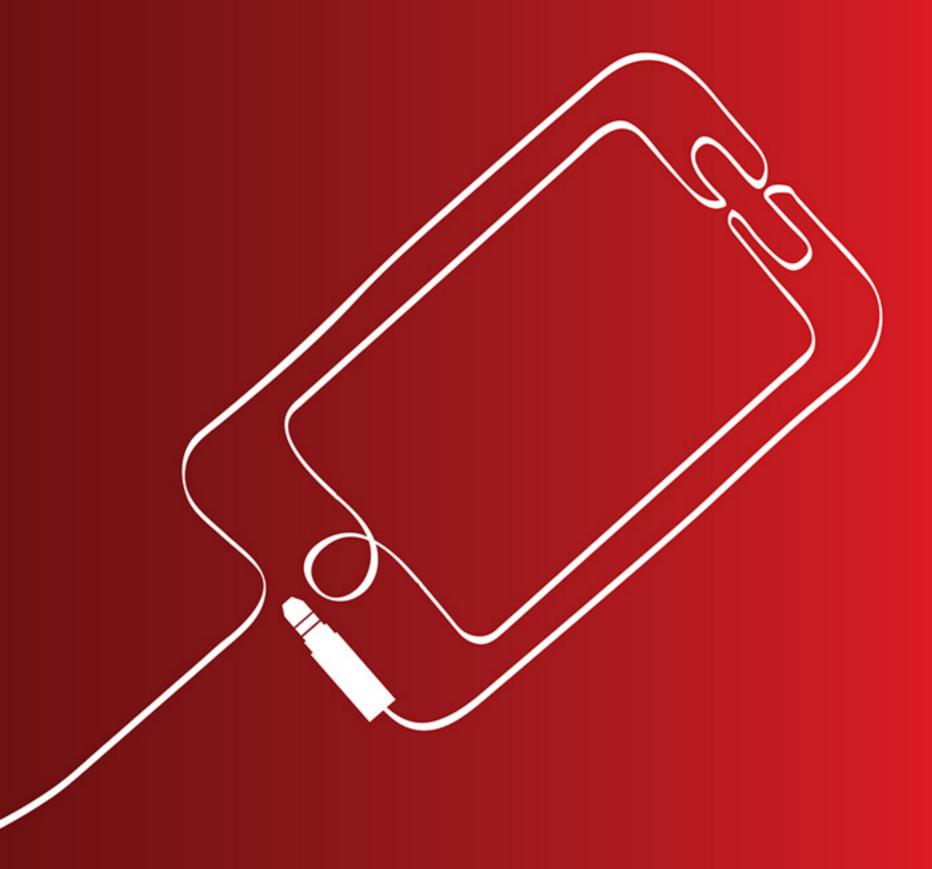
KEEP IT SIMPLE: LESSONS FROM STEVE JOBS' AD MAN

Ken Segall, Author, Insanely Simple: The Obsession That Drives Apple's Success www.kensegall.com/insanely-simple-book





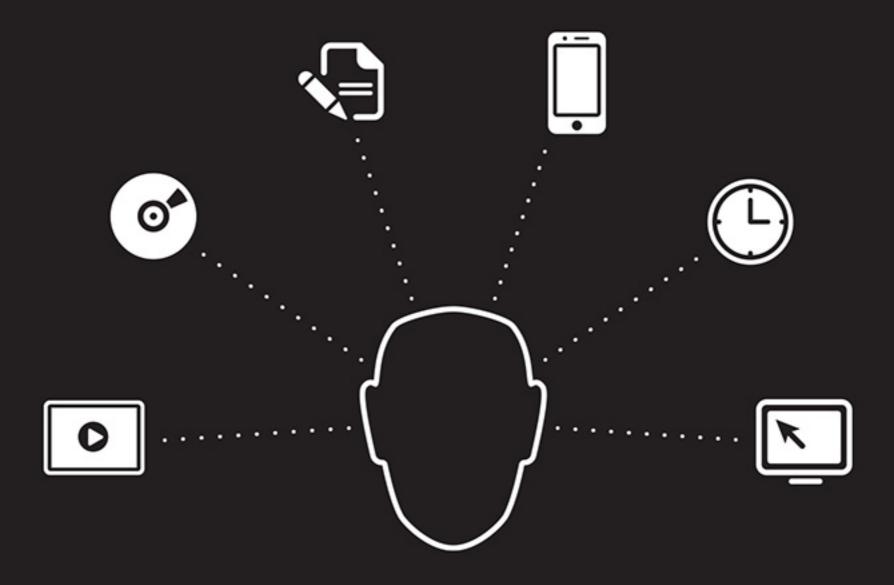
Hear and now



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 *e*Learning options visit charteredaccountants.com.au/elearning



