



Welcome to the August 2017 alert from ESS BIZTOOLS, ESS BIZGRANTS and ESS BASIP.

This alert contains comments on the following:

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A. Product Recommendations for August

The products that we recommend that you consider utilizing during August include:

- Personal Property Securities Register Due Diligence System
Our suggestion is that you analyze your clients to determine which of them have the following:
 - Stock on consignment
 - Stock stored at someone else's premises
 - Receive progress payment for work services such as trades business working on a major project. This type of business can get into some difficulties with liquidators' preferential payment claims
 - Business assets are hired to other businesses, even businesses within the same group
 - Business assets are located at someone's premises

Our suggestion is that you talk to your clients about undertaking a "Personal Property Securities Register Due Diligence Review" to identify any weaknesses in the business' system relative to the Personal Property Securities Register. Some weaknesses which have been identified include:

- utilizing an "ABN" in the registration when the "ACN" for the company should have been shown;
 - mixing up the terminologies "Grantor" and "Grantee";
in both of these cases the business suffered a very high cost!
- Crowd-Sourced Funding
Comparison of crowd source funding companies with early-stage innovation companies. Below is a comparison chart which you might find useful in having conversations with your clients.

Comparison

	ESIC	CSF
Maximum expenditure last year	\$1M	No limit
Maximum income last year	\$200K	\$25M
Not listed on a Stock Exchange	√	√
Age of company important	√	Not important
Business activity important	√	Not important
Maximum investment – Retail Investor every 12 months	\$50K	\$10K
Tax Offsets on Investment	20%	N/A
• Retail Investor - maximum	\$10K	N/A
• Sophisticated Investor - maximum	\$200K	N/A
Capital Gains Tax possible exemption	√	N/A
Capital raising limit every 12 months	N/A	√
Amount	N/A	\$5M
Eligibility decision maker	AusIndustry/ATO	Intermediary (Has Australian Financial Services Industry Licence)
Type of company	Pty Ltd	Unlisted Public Company
Auditor appointment first five years	N/A	√ (if raised over \$1M)
Number of directors	1	3
Formal process for capital raising	N/A	√
Special reporting to ATO	√ (by 31 st July)	N/A
Capital raising opportunities	√ (Started July 2016)	√ (from 29.09.17)

Crowd-Sourced Funding Capital Raising can commence from 29 September 2017. This is a good time to start talking to clients - especially clients who are wanting to expand or grow their businesses or clients that have large amounts of loans especially credit card debts and personal borrowings. These businesses may be interested in qualifying as a Crowd-Sourced Funding Company and then attempting to raise capital through crowd-sourced funding so that they can pay out the loans and credit card debts.

We accept that not all of your clients are going to be interested in doing this - some people like owning 100% of their businesses but, some of them could be interested, especially because crowd-sourced funding is not concerned about the age of the business nor the industry that the business operates in- obviously, it is up to the investors to decide whether they are happy with the company's proposals.

- Business Plan Questionnaire Articles

Now is a good time to be talking to your clients about preparation of Business Plans. If you would like to refresh your memory of what is contained within ESS BIZTOOLS' Business Plan Questionnaires look at the following papers:

- Review of Business ([Paper 021-001](#))
- Financial Analysis ([Paper 021 - 002](#))
- Business Situation Analysis ([Paper 021-003](#))

- Leadership

You might also be interested in leadership issues within your firm and also for your clients. If you would like to review what is contained within ESS BIZTOOLS relating to leadership why not start with:

- Leadership – Teams and Teamwork ([Paper 900 005](#))

- Client Mentoring and Coaching
Have you utilised the client mentoring and coaching material?

A good package to start with is "Introductory Management". To access just ([click here](#)).

The Client Mentoring and Coaching Modules have been prepared on the basis that you will progressively forward the articles to your client say once a week or once a fortnight.

The package contains a suggested template for a letter or email and each mail out also encloses a survey form. It is a good idea to follow-up your client to make sure you receive the survey form back from the client so that you can ascertain if your client is looking for further information or a new work assignment to be undertaken.

B. Members' Webinars

Webinars scheduled for August 2017 are:

- ESS BIZTOOLS' Member's Webinar "Getting into a System for Business Advisory Services" – Monday, 21st August 2017 at 12.30pm AEST. [Click here](#) to register.
- "Capturing a Share of Crowd-Sourced Funding Equity Raising Market" - Monday, 28th August 2017 at 12.30pm AEST. [Click here](#) to register.
- ESS BIZGRANTS "Using Grants to Make Clients Happy" – Tuesday, 29th August, 2017 at 12.30pm AEST. [Click here](#) to register.

You will be able to obtain recordings of these webinars from the [ESS BIZTOOLS' website](#) within three days of the webinar.

C. Promotional Webinars

Promotional webinars being presented during August are:

- Tuesday 1st August 2017 at 12.30pm (AEST) "You Need More Than Marketing in a Business Advisory Services Project". ([Click here](#)) to register.
- Monday 14th August 2017 at 12.30pm (AEST) "Consultants Courses within ESS BIZTOOLS". ([Click here](#)) to register.
- Tuesday 22nd August 2017 at 12.30pm (AEST) "Crowd-Sourced Funding Equity Raising is Nearly Here". ([Click here](#)) to register.
- Wednesday 30th August 2017 at 12.30pm (AEST) "Crowd-Sourced Funding – Great for SMEs and Accountants". ([Click here](#)) to register.

D. Accountants Minute

You can access the Accountants' Minute articles that we have prepared over the last four weeks at www.essbiztools.com.au click on to "Blog". The blog articles are as follows:

- Accountants, Business Plans are "Real Accountant's Work"
- Accountants, There are plenty of Challenges in 2017/2018
- Accountants, Small/medium Enterprises want "Value Added" services
- Accountants, Government Grants assist in the delivery of Business Advisory Services for your clients
- Accountants, You need more than "Marketing Gimmicks" in a Business Advisory Services Package

E. For Accountants - Article

"For Accountants" included our article "SMEs Equity Raising Needs Accountants to be Successful". If you would like to access the article ([Click here](#)) to access this article on "For Accountants".

F. Government Grant Application Deadlines

Government grant application deadlines ([click here](#)).

G. Mentoring Sessions

If you would like to participate in a complimentary mentoring session with your team, please contact us so that we can allocate a mutually convenient one hour for the mentoring session to be presented.

Thank you for your support - from the team at ESS BIZTOOLS, ESS BASIP and ESS BIZGRANTS -If you have any questions, suggestions or criticisms, please do not hesitate to contact us P: 1800 232 088 or E: peter@essbiztools.com.au.

Kind regards



Peter Towers
MANAGING DIRECTOR

