



**Welcome to the March 2016 alert from ESS BIZTOOLS and ESS BIZGRANTS.**

**This alert contains comments on the following:**

- A. Last Chance for the Global Business Camp**
- B. ESS BASIP**
- C. Government Grant Application Closing Dates**
- D. The Government's Innovation Statement**
- E. 2016 – The Year of "Business Advisory Services"**
- F. Testimonials**
- G. ESS Small Business – Webinars**
- H. Free Webinars for Members**
- I. Free Webinars for New Members**
- J. Conclusion**

## **A. Last Chance for the Global Business Camp**

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The Global Business Camp, presented by Adelaide accountant John Tsoulos, is being held on 14<sup>th</sup> to 16<sup>th</sup> March 2016 at the Gold Coast.

The VIP rate of **\$2,200 (including GST) per person** (normally \$2,970 including GST per person) is still available if any of your accountancy team or clients are interested in attending. This special offer is available until **Thursday 10<sup>th</sup> March 2016**.

To take advantage of this special offer, [click here](#) (download the document and open with Adobe to be able to fill in the form) to complete the registration form and send to [peter@essbiztools.com.au](mailto:peter@essbiztools.com.au).

For more information relative to Global Business Camp, [click here](#).

Peter Towers was talking to an accountant a couple of days ago. She inquired on whether we are going to be attending the Global Business Camp. She indicated that this would be her 5<sup>th</sup> Global Business Camp and she's taking 5 of her clients with her. She has accompanied 25 clients to the camp over the last 5 years and they were all very impressed.

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The speakers at this year's camp include:

**Presenter**

Andrew Geddes – arguably Australia's leading accountancy management adviser

David Smith from Smithink

Mark Holton from Smithink

David Bates from Workforce Guardian

Steve Bradbury – Winter Olympian, Gold Medalist

**Presentation**

"Building a high performance team – improving your leadership style and working session"

"IT and SMEs"; "Disruption, innovation, driving forces, etc"

"Understanding the financial consequences of every business decision before you make them"

"HR/People"

Will be the key note speaker at the seminar dinner

[Click here](#) to view the camp's programme.

We've presented a webinar, exclusive to members of ESS BIZTOOLS, featuring Global Business Camp, with John Tsoulos as the guest presenter. [Click here](#) to view the presentation.

ESS BIZTOOLS will be demonstrating at the Global Business Camp. If you are attending the camp, please don't hesitate to come and make yourself known.

## B. ESS BASIP

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### **Training Videos**

We are continually uploading the ESS BASIP training videos for Business Advisory Services Introduction Package. We will commence the upload of the individual Business Advisory Services Products Training videos shortly. Gold and Silver members of ESS BIZTOOLS have full access to ESS BASIP.

### **Familiarisation Webinars**

We're conducting special familiarisation webinars, exclusive to members of ESS BIZTOOLS. We invite you to attend these webinars, free of charge, to get yourselves familiarised with utilising the ESS BASIP training packages.

The webinar programme is as follows:

- Part 1 – Modules 1 to 4 – Tuesday 16<sup>th</sup> February 2016 – [click here to view the recording](#)
- [Part 2 – Modules 5 to 7 – Monday 7<sup>th</sup> March 2016 at 11am AEST \(12pm AEDT/9am AWST/11.30am ACDT\)](#)
- [Part 3 – Modules 8 to 11 – Wednesday 23<sup>rd</sup> March 2016 – 11am AEST AEST \(12pm AEDT/9am AWST/11.30am ACDT\)](#)

## C. Government Grant Application Closing Dates

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We've commenced a new service, summarising the closing dates for Federal, State and Territory government grants.

To view the list of government grants and their application expiry dates, [click here](#).

## D. The Government's Innovation Statement

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The government has introduced and passed the legislation for "crowd sourced funded companies" and the legislation has now gone to the Senate for debate.

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We're preparing a new Business Advisory Services product for inclusion in ESS BIZTOOLS – "Crowd Sourced Funded Companies", which we will finalise shortly after the legislation receives Royal Assent.

The government has prepared a discussion paper on the other type of company that was discussed in the Innovation Statement, referred to as an "innovation company". Hopefully, the legislation for the "innovation company" will be introduced into the next session of the Parliament.

## E. 2016 – The Year of "Business Advisory Services"

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There's no doubt that the Commonwealth Bank's December 2015 edition of the "Accounting Market Pulse" has created some interest in business advisory services, especially the reports/predictions that business advisory services and management consulting would be the top 2 service lines to enter and grow over the next 12 to 18 months for accountants.

We're trying to assist you to ensure that all of our members are well prepared for business advisory services, which is why we're introducing the ESS BASIP training programs.

If you have any concerns on any aspects of the material we're providing, to assist with this process, please don't hesitate to contact us so we could give consideration to your comments in our forward planning.

## F. Testimonials

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We appreciate any input from our members, both positive and negative, as they allow us to know whether our members are completely satisfied with our products and services or if improvements are required.

We particularly appreciate our members' "praise reports" on how ESS BIZTOOLS and ESS BIZGRANTS have helped their firm improve the products and services that they deliver to their clients and, in turn, help their firm grow.

If you haven't already done so, it would be greatly appreciated if you could provide us with a testimonial on how ESS BIZTOOLS and/or ESS BIZGRANTS has helped your accountancy firm deliver new products/services to your clients. This testimonial will be published on our ESS BIZTOOLS' website. Please send us an email at [peter@essbiztools.com.au](mailto:peter@essbiztools.com.au), along with a photograph for inclusion in the testimonial.

## G. ESS Small Business – Webinars

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A reminder that the previous webinars on ESS Small Business are available for viewing. For a list of our previous webinars and to watch them, [click here](#).

We will also be presenting the following webinars, free of charge. Please advise your team and any clients whom you think might be interested.

### "Legal Services for SMEs"

**Monday 7<sup>th</sup> March 2016 – 1pm AEST (2pm AEDT)**

**Guest Presenter – Dean Woodbridge – Clinch Long Letherbarrow Lawyers**

"Most aspects of running a small/medium enterprise involve legal issues of some kind. Just as it is with large businesses, it's important that small/medium enterprises ensure that they are legally compliant as they establish, run and even hand over their business. Failure to do so could result in very stressful, time consuming and very costly legal problems, which is why it's vital for small/medium enterprises to obtain the legal service that is appropriate for their business."

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This webinar will provide an overview of the types of legal services that are available for small/medium enterprises. This webinar will also explain the importance of having the right legal advice for your business.

[Click here](#) to register to attend this webinar.

### **“A Simple Recipe for SMEs to Effectively Use Online”**

**Monday 7<sup>th</sup> March 2016 – 3pm AEST (4pm AEDT)**

**Guest Presenter – David Twigg – Managing Director of Online Marketing Consultants**

Most businesses will benefit from having an online presence. However, there are many ways to utilise the internet and selecting the approach that is suitable for your business might seem complex and overwhelming.

As the “digital world” continues to grow at an exponential rate and is becoming more complex, it’s important to find the right approach that will provide the desired results.

This webinar will show you simple ways to utilise the internet which will provide your business with the necessary exposure and, in turn, generate more customers and sales that will help your business grow.

[Click here](#) to register to attend this webinar.

## **H. Free Webinars for Members**

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The free members’ webinar programme for March 2016 is as follows:

- [ESS BIZGRANTS – “Grants Update” – Tuesday 8th March 2016 - 1pm AEST \(2pm AEDT/11am AWST/1.30pm ACDT\)](#)

## **I. Free Webinars for New Members**

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We look forward to welcoming new members and any current members who want to have a refresher or have new staff who could benefit by attending a new members’ webinar, FREE of charge. These are held monthly for ESS BIZTOOLS and ESS BIZGRANTS.

Details of the new members’ webinar programme for March 2016 is as follows:

- [ESS BIZTOOLS – “Preparing to Offer Business Advisory Services” – Wednesday 9th March 2016 - \(12pm AEDT/9am AWST/11.30am ACDT\)](#)
- [ESS BIZGRANTS – “How to Use ESS BIZGRANTS” – Tuesday 22nd March 2016 - 1pm AEST \(2pm AEDT/11am AWST/1.30pm ACDT\)](#)

## **J. Conclusion**

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Thank you for your support of ESS BIZTOOLS and ESS BIZGRANTS.

If you have any suggestions on content or material to be incorporated within any of the products of ESS BIZTOOLS or ESS BIZGRANTS, please don’t hesitate to contact us.

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