



Welcome to the September 2016 alert from ESS BIZTOOLS, ESS BIZGRANTS and ESS BASIP.

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A. Special Webinars

We're presenting two special webinars over the next 4 weeks involving external key note presenters. The webinars are:

.1 Northern Australia Tourism Initiative

Presented by Graham Bell, North Queensland and Central Queensland Case Manager Tourism Initiative.

The Northern Australia Tourism Initiative is funded from the North Australian Development Funds and is targeted at tourism industry businesses that are located in Northern Australia, irrespective of where the owners of the those businesses are located. The government's information brochures relative to this grant indicate that tourism related industries include:

- accommodation
- cafes, restaurants and take away food services
- clubs, pubs, taverns and bars
- passenger transport
- tour operator services
- cultural services

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- sports and recreation services
- retail trade

The "open" webinar is on Wednesday 28th September 2016 at 12pm AEST (10am AWST/11.30am ACST/2pm NZST/3pm NZDT). If you wish to register to attend, free of charge, [click here](#).

.2 Six Steps to Boost your Productivity and Profits

This 'open' webinar will be presented by Lorraine Pirihi from Relaunch Your Life, will be held on Wednesday 5th October 2016 at 11am AEST (12pm AEDT/9am AWST/11.30am ACST/12.30pm ACDT/1pm NZST/2pm NZDT). If you wish to register to attend, free of charge, [click here](#).

The promotional material that Lorraine has submitted to us is available. [Click here](#) to obtain your copy.

If you have any clients whom you believe might be interested in any or both of these "open" webinars, you're most welcome to extend an invitation to them to register for both or either webinar.

B. ESIC Update

We've launched the Early Stage Innovation Company (ESIC) product package.

We've prepared a special media release. [Click here](#) to obtain your copy.

A copy of a published media article is also available. [Click here](#) to obtain your copy.

We've made some changes to the location on our websites. Go to www.essbiztools.com.au. Click on "Business Advisory Services (BASIP)" then click on "Early Stage Innovation Company". This gives you the ESIC product package, including a webinar to guide you on the process of introducing ESIC. The procedure control form has full details of the various documents included in the package. The system also includes a Client Seminar that you might like to utilise to promote ESIC to your clients and prospects. There's also other marketing material that's included – "Improving Your Bottom Line". You can use this article to promote your interest in the ESIC program to your clients and prospects ([BAS4300](#)). There's another article that you might care to place on your firm's website ([BAS4401](#)). There are some blog articles that you may like to use ([BAS4500](#) and [BAS4501](#)) and there's a template for an advertisement if you wish to advertise your involvement with ESIC ([BAS4800](#)).

We are keen to obtain some feedback on how you're going with the ESIC product package. If you have been able to use the material, it would be appreciated if you would make some comments. We would like to obtain some testimonials for our website and we're also very keen to fix any problems that you might come across.

We've entered into an agreement with the Gold Coast Business Angels and Gold Coast Founders Forum, whereby when a client has completed the process that's outlined in the ESIC package (i.e. you're satisfied that they've appropriately conducted the self-assessment process for an ESIC and they've utilised your services for the innovation ready component and the investment presentation training), both of these organisations would be happy to receive an email from you, advising details of the client who has completed this process. Both organisations will then make contact with the client for a discussion in relation to inviting them to make an investment presentation to their members.

We're also starting negotiations with other Business Angel groups around Australia. We will keep you updated on progress.

We are presenting a special webinar "Using ESIC" to give our members a detailed overview on ESIC on Thursday 22nd September 2016 at 12pm AEST (10am AWST/11.30am ACST/2pm NZST). Please [Click here](#) to register.

If you have any questions on ESIC, can you please send the questions to us?

C. Fee Estimate for ESIC

We have been asked by a number of our members what an indicative fee would be for professional assistance for self-assessment due diligence reviews for ESIC.

We have prepared two fee estimates:

- Fee estimate for professional assistance for self-assessment relying on "Provisional Test" (our term) and "Gateway Test" ([BAS4100a](#))
- Fee estimate for self-assessment relying on the "Provisional Test" (our term), "Gateway Test" and "Principles Based Test" ([BAS4100b](#))

If you have any queries on any aspect of the fees estimates, can you please contact us.

D. ESIC Webinars

We've now prepared a series of webinars on ESIC. The webinars are as follows (click on your preferred webinar below to watch the recording):

- [Early Stage Innovation Company](#)
- [ESIC – a New Revenue Stream for Proactive Accountants](#)
- [Will you have an ESIC Story?](#)
- [ESIC Investor Opportunities](#)
- [Promoting ESIC to Clients and Prospects](#)

E. Business Plus – September Edition

The September edition of the Business Plus+ newsletter features the following:

- Foreign Resident CGT Withholding
- Retail Pricing to Achieve Better Results - Part 2
- Price Differentiation
- Preparing For Selling
- Maintaining Customer Service
- Elevator Pitches
- Cold Calling Is Difficult

The September edition of the Business Plus+ newsletter is now available on our website.

F. Free Webinars

A reminder that exclusive members' webinars are available.

To view previous webinars and to register for our upcoming webinars, free of charge, exclusive to members of ESS BIZTOOLS, ESS BIZGRANTS and ESS BASIP, [click here](#).

G. Government Grant Application Closing Dates

The government grant application closing dates are available within ESS BIZTOOLS, 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](#).

H. ESS Small Business – Webinars

A reminder that webinars, targeted at small/medium enterprises, are available within the ESS Small Business' website.

To view previous webinars or to register for our upcoming webinars, free of charge, [click here](#).

You're most welcome to extend this invitation to your small/medium enterprise clients and prospects.

I. Conclusion

Thanks for your support of ESS BIZTOOLS, ESS BIZGRANTS, ESS BASIP and ESS Small Business.

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

We look forward to working with you over the next 12 months in bringing all of these products and services to you.

Kind regards



Peter Towers

MANAGING DIRECTOR

