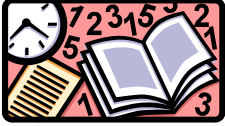


Tax Calendar Your Business May Need to Change !! (Part 2)



28 August 2014

GST Return and payment due.

28 August 2014

Provisional Tax instalments due for people and organisations with a March balance date.

19 September 2014

Employer Deductions (EDF IR345) form and payment due.

Quarterly FBT return and payment due.

30 September 2014

GST Return and payment due.



Brent Dickins

Hamish Pryde

Barbara McConaghty

Lois Bond

Jude Dickins

Deanna Anderson

Rebekah Stokes

Trudy Plaisted

Denise Heaven

The information contained in this newsletter is of a general nature and should be used as a guide only. Before acting on this information, please consult us regarding your personal situation.

In our June newsletter I wrote about changes to a business in Auckland that was not performing well. In the two months since then, there have been some major improvements. Following an intensive two day review, we determined and agreed upon an action plan. The first was to delegate a lot of what the General Manager was doing. We now also hold two weekly accountability meetings.

- The business division teams of sales, design, pre-production, and manufacturing meet on a weekly basis.
- Improvements and achievements are recorded so that everyone buys into the fact that changes are happening.
- Team input and contributions have grown enormously! As a consequence the action plan is now twice the size!!
- New systems have been researched and developed to improve efficiency and to better utilise technology.
- Financial reporting is thorough and regular.
- Sales orders are monitored. There is good growth in sales orders and these now exceed \$1.4 million. Volume will be important while the efficiency gains are achieved.
- A Company restructure and the necessary funding planning is underway.

The roll out of the new systems will really commence from 1 September 2014, but the team are already keen to grasp the changes.

Significant progress has been made, but I am sure that there will be still some challenges ahead, we will however be ready for them! As a business owner, sometimes you need to lead change.

~ Brent



Invoice and Tax Notice Changes

Recently our computer system has been upgrade and we are now able to email our invoices, statements and in the near future tax notices. As from 1st September we will be using email as our preferred method of communication, however if you do not have an email address we will continue to post your mail.

Hopefully this will negate some of the problems being experienced with the slow mail system these days.



Interest on Outstanding Accounts

As I'm sure a number of you are familiar with, debtor collection and cash flow is an ongoing challenge for everyone in business.

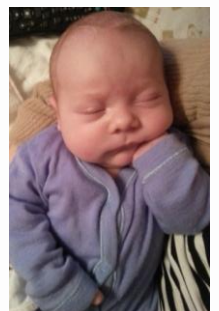
To date we have chosen not to charge interest on outstanding accounts, however as from 1 November 2014 for all accounts with balances 60+ days in arrears, interest will be charged on a monthly basis at 1.5% per month, as set out in our Engagement Letter.

Introducing Michael Stokes

Little Michael Ian Stokes was born on 21 July 2014 weighing in at just 6.15 lbs.

Rebekah seems to be taking to motherhood like a duck to water, and they popped into the office for cuddles this week.

He is a very placid little man and his parents are both enjoying him greatly. We are not sure what the cats and dog think of him just yet though!



BLOG



Hear it from Hamish.....

How hard is it to spend money??



I have been frustrated recently in my attempts to spend money with other businesses.

Back in March this year I had contacted a contractor with regards to laying some concrete. He did return my call in a timely fashion, and even popped up for a site visit. I explained what I needed, he quoted me a price – which was fair, and so I said “Yes, let’s proceed”. He then informed me that he wouldn’t be able to do the job for awhile as he had a couple of big jobs on. So I said “That’s fine, can you put me on the list after you have finished those jobs?” He said it would probably be about a month. “That’s fine, come and see me then” I said.

The month turned into six weeks, and still no sign of the contractor, by which time I decided to call the said contractor, and asked if he had forgotten about me? “Oh yeah” was the reply!! Here was me thinking that a well organised person would have perhaps a whiteboard with jobs to be done, or some other system, so that their potential customers and leads would be recorded, and they would know that there was forward income in the pipeline, especially when he had committed to doing these. He asked me to send the details again, via email so he had something to remind him by. I said “Certainly.” I did also remind him that he had promised that he would see me at the end of **last** month.

The end result was that another three weeks had gone by. By this time the ground has now become far too wet for the contractor to do the work, and I have regrettably missed the opportunity to undertake my project until the ground becomes drier. This is probably some six months from the original time that I had agreed upon with the contractor to have the job undertaken! It is only a couple of thousand dollars, and it makes me wonder whether the contractor needs the money ~ he must be doing so well!

My experience has led me to believe that when the ground becomes drier, I will try another contractor who hopefully will provide **much** better service!

It’s not only the little guys, but also big businesses that I am having trouble spending money with. Our Telco contract becomes due within ten days of writing this piece, and our account manager, if I could use the term loosely, has failed to respond to **six** phone calls concerning our impending contract ending. We want to know how to spend money with said Telco for the next two year period, and how they envisage to look after us in return. No reply.... once again.... Hard to spend money and hard to find service!

It is easier to look after your current customers than to generate new customers!

Payments made by cheque to the Inland Revenue Department

Inland Revenue are making some changes to the way you can pay your tax as from the 1 October 2014:

- The Westpac Bank will no longer accept any Inland Revenue payments.
- Cheques need to be received at the Inland Revenue on or before the due date to avoid payment penalties and interest. This means cheque payments can no longer be posted on the due date and remember the mail is slow these days so you need to allow up to seven days to ensure the payment is there on time.

We recommend you use internet banking as you can guarantee the payment will be made on the due date and you can load the payment when you receive the notice of payment.

As a result of this we will no longer be able to accept cheques at our office for Inland Revenue payments.

If you have any questions regarding these changes please feel free to give the office a call.

Doing business without advertising is like winking at a girl in the dark. You know what you are doing, but nobody else does.

— Stuart H. Britt

Thought for the Week



When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has been opened for us.

~ Helen Keller