



ESS
AccountantsMinute

Welcome to Accountants Minute. I'm Peter Towers, Managing Director of ESS BIZTOOLS.

Securing grants helps accountants and your clients

Have you thought about how you're going to replace your firm's share of the \$500M per annum that the ATO predicts will be lost to accountants, with the introduction of Standard Business Reporting (SBR) later this year?

Being proactive in offering a grant finding service is beneficial to your clients and your accountancy business.

Why?

Small/medium enterprises want accountants to be proactive in identifying grants for which they might be eligible, rather than becoming aware of a grant when they hear that their competitor has received the grant.

In these uncertain times, securing a government grant that pays 1/3 to 2/3 of the cost makes sense to a lot of small/medium enterprises. The benefit to accountants is that grants present you with a lot of opportunities to perform professional services for which the government will pay around 50% of the cost. This can include the grant application and then the work, such as:

- Business Plans
- Budgets and Cashflow Forecasts
- Debtors' Review
- Cost Review
- Risk Management
- Corporate Governance
- Management Mentoring
- Staff Training
- Research and Development
- Export Market Development

These are some of the tasks that can be undertaken by accountants.

There are over \$5B in grants, incentives and special loans available each year from the Federal, State and Territory governments.

Are your clients receiving their fair share of this bounty, as offered by all governments that's being paid for by all taxpayers?

ESS BIZGRANTS has a comprehensive grant finding service for accountants to use, which is part of the ESS BIZTOOLS' product range.

ESS BIZTOOLS is presenting a special webinar on ESS BIZGRANTS on Thursday 25th February 2016 at 11am AEST (12pm AEDT), featuring **"Be Proactive – Offer a Grant Finding Service to your Clients"**. You're invited to register to attend this webinar, free of charge, which will give you a great introduction to getting ready to offer business advisory services. [Click here](#) to register to attend.

A complimentary copy of our article, "**Industry Skills Fund**", is attached with this transcript.

If you have any questions relative to accountants supplying a government grant service, please don't hesitate to contact us.

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