



# ESS

## AccountantsMinute

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

### **2016/17 - The Year of Business Advisory Services!**

Welcome to 2016/17, the year of business advisory services.

Do you know that the Accounting Market Pulse, produced by the Commonwealth Bank in their December 2015 issue, forecast that the top service line to enter and grow during 2016/17 for accountants and advisers would be business advisory services and management consulting services?

ESS BIZTOOLS produces articles, forms, templates, videos, powerpoint slides, webinars and news releases to assist accountants and advisers to deliver business advisory services' products which will assist in value adding to your small/medium enterprise clients.

This is work that SMEs have been asking for in survey after survey for at least the last 15 years that they want their accountants or advisers to supply them with more "commercial information" to assist them in running their businesses on a day-to-day basis and adding value to their businesses.

Your team will also be a lot happier because they'll be doing "real accounting work". That was the description that a young accountant wrote to me a few years ago. The email said, *"Thank you very much for your products; I now feel as if I'm doing real accounting work"*.

In fact, the products that we have produced include a range of no frills, no fancy gimmicks, no marketing tricks and no sales techniques - just solid products to assist you to be able to deliver a range of commercial services that your clients are looking for.

Some of these products include:

#### ***Early Stage Innovation Company Product***

The Early Stage Innovation Company Product was developed to assist in the determination as to whether your client can comfortably self-assess that they are an Early Stage Innovation Company. This is a vital component in capital raising.

#### ***Debtors' Management***

Debtors' Management is a cashflow improvement strategy to help your clients reduce the amount of money tied up in debtors.

#### ***Personal Property Securities Register Due Diligence Review System***

The Personal Property Securities Register Due Diligence Review System is a key risk management component for your businesses because every business in Australia can be effected by not registering assets on the Personal Property Securities Register.

#### ***Business Plans***

Helping to determine where the owners or shareholders of the business are wanting to go and then, more importantly, being able to measure where they currently are as to what they planned to have achieved at that stage.

### ***Succession Planning***

Succession planning covers a wide range of activities, obviously the owners or the CEO but also it's the training and encouragement service for people working in every level of your organisation because, unless someone is continually improving their performance, they're not going to be able to be promoted.

### ***Virtual Chief Financial Officer Services***

The virtual CFO service assists management to understand financial accounts which will help those managers then to improve the business' financial performance.

### ***Government Grants***

There are millions of dollars being allocated every year in Australia for government grants. Are your clients receiving their fair share of those funds? After all, everyone in business is paying for these grants through their taxation.

To celebrate 2016/17, the year of business advisory services, we have a special webinar on Wednesday 27th July 2016 at 12pm AEST. You are most welcome to attend this free webinar to participate in a briefing on these and other products that are contained within ESS BIZTOOLS to assist you to help your clients to run their businesses better and to add value to their businesses. [Click here](#) to register to attend.

A complimentary copy of our article, "**Predictions of Accounting Business Evolution**" 2016/17 for the next three years to 2018/19, is attached with this transcript.

Best wishes for a very successful for 2016/17 and I hope that you can really participate with your clients in the very enjoyable task of helping them add value to their businesses.

If you have any questions on how the ESS BIZTOOLS' Business Advisory Services products can assist you in providing advice to your clients, please don't hesitate to contact us.

Peter Towers

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