

## Future Proofing Generates ROI

Creating a “FUTURE PROOFING” strategy is vital for accountancy businesses that aspire for a future as the key financial advisor to clients – not fighting competitors with a series of tax driven commodity products.

To determine your return on investment, just enter your eligible client numbers for each of the following categories which are part of the ESS BIZTOOLS’ Gold and Silver Package product to determine your firm’s potential ROI.

<u>No.</u>	<u>Risk</u>	<u>Indicative Fee &amp; GST</u>	<u>Number of Clients</u>	<u>Projected Fees</u>
1.	Clients with high debtors’ days outstanding <b>Solution:</b> Debtors’ Management Review <b>Solution:</b> Written Debtors’ Manual	\$900 - \$1,800 \$300 - \$500		\$ \$
2.	Clients with potential significant financial cost or potential business failure if they do not register customers and other businesses who are holding their assets on the Personal Property Securities Register <b>Solution:</b> Personal Property Securities Register Due Diligence Review to identify clients that are at risk – stock and/or other assets stored at someone else’s premises and/or subcontractor receiving progress payments that could generate a preferential payment claim from a liquidator	\$900 - \$1,800		\$
3.	Clients operating companies or proposing to raise capital as Crowd Sourced Funding Companies, Early Stage Innovation Companies or capital raising under section 708 of the <i>Corporations Act</i> <b>Solution:</b> Corporate Governance Mentoring Review	\$2,000 - \$10,000		\$
4.	Clients with a business turnover over \$2,000,000 or aspiring to raise capital or that just want to run sound businesses <b>Solution:</b> Virtual Chief Financial Officer Services	\$10,000 - \$125,000		\$
5.	Clients who aspire a decent future in their business <b>Solution:</b> Business Plan	\$10,000 - \$30,000		\$
6.	Clients who have developed new technology, products or services <b>Solution:</b> Early Stage Innovation Company Due Diligence Assistance	\$5,000 - \$7,500		\$
7.	Clients who aspire to raise capital for their business <b>Solution:</b> Crowd Sourced Funding Company – Equity Raising Mentoring Assistance	\$5,000 - \$10,000		\$

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8.	Businesses planning the future of their business <b>Solution:</b> Succession planning to assist in introducing the next generation or planning the sale of the business	\$5,000 - \$30,000		\$
	<b>Total the Projected Fees:</b>			\$
	<b>Less:</b> your investment to subscribe to the ESS BIZTOOLS Gold or Silver Package:			\$
	<b>Your ROI Calculated:</b>			

We are offering our clients mentoring assistance in 2018/2019 to assist you with implementation of the product packages into your regular product offerings for clients.

Free mentoring Sessions:

- Gold Members – 4 x 60 minutes
- Silver Members – 3 x 60 minutes
- Bronze – 1 x 60 minutes.

Please complete the form included in this Members' Alert to confirm your firms preferred date and time for the first mentoring session.