

BUSINESS ADVISORY SERVICES UPDATE HELPING SMES IN DIFFICULT TIMES

One of the key responsibilities of accountants in public practice - is to assist clients who are having difficulties.

The "Survival in Difficult Times for SME Workbook" developed by **ESS BIZTOOLS** assists accountants to conduct a detailed business review on your client's affairs. This review is facilitated by a series of 42 questionnaires.

The questionnaires are grouped under the following categories:

- + Financial
- + Market and customer
- + Cash flow
- + Performance
- + Business operations
- + Succession planning

Suggested strategies to overcome problems highlighted in the business review are linked to each of the 42 questionnaires.

The overall effect is that your client working with you has identified a particular problem and you can immediately refer to the resource that has been linked to that question which supplies suggestions on how that type of problem can be overcome. You can discuss this suggestion with your client and if they are in agreement can assist them with the changes that will be necessary to ensure implementation.

"Survival in Difficult Times" is a key package within **ESS BIZTOOLS'** Preparation and Starter Packages, you can obtain more details on these packages at www.essbiztools.com.au

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