**It’s Time for Business Advisory Services!**

CommBank’s Accounting Market Pulse Report indicates that 95% of accountancy businesses will be diversifying their fee generation activities in the next 12 – 18 months with the top new service line identified as “Business Advisory Services”.

Now is the time to implement this resolution!

Business Advisory Services is a range of services beyond taxation.

Where do you start? Classify your clients into their industries and utilise the ESS BIZTOOLS’ Business Plus+ newsletter to educate your clients on the diversified services that your firm can now offer and talk to clients about individual articles that apply to their type of business.

The SME Needs’ Analysis will assist in identifying issues which might be of concern to your clients and they will then commission you to undertake professional services on e.g. Debtors’ Days Outstanding Reduction Strategies, Research and Development System establishment, Virtual Chief Financial Officer service, funding problems consider capital raising.

Want to know more? Please visit - <https://www.essbiztools.com.au/index.php?option=com_content&view=article&id=2030&Itemid=780>