

## **BUSINESS ADVISORY SERVICES UPDATE SME NEEDS ANALYSIS – A NEW WAY TO PROVIDE ENHANCED BUSINESS SERVICES**

If you want to add a new long-term income stream to your accountancy firm without having to meet those hefty development costs, then keep reading.

At **ESS BIZTOOLS**, we have developed a new package that will help you to diversify into Business Advisory Services for your clients, without you having to “reinvent the wheel”.

Our team has done all the back room work for you and we will keep doing it, with regular updates every month.

Best of all, our Business Advisory Services packages have no locked in contracts – just a reasonable monthly fee.

The SME Needs Analysis is the most important component of our new **ESS BIZTOOLS** package offering.

This is the key document that you will use to guide you in conversations with your clients. It will help you quickly discover what is concerning them most in their business – what wakes them up at 3.00am?

The SME Needs Analysis will let you start to develop a service package for an individual client that addresses all these issues of concern.

You can access the “Very Simple SME Needs Analysis Questionnaire” at [www.essbiztools.com.au/complimentary](http://www.essbiztools.com.au/complimentary) article

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