

5 on the Fly Friday 5th June 2020



JOBKEEPER CHANGES SET FOR 23 JULY

Just when you feel like you have the JobKeeper legislation and processes down pat, brace yourself for some changes as Treasury are busy crunching JobKeeper program numbers.

Josh Frydenberg has flagged that the review would consider the viability of continuing the <u>JobKeeper payments to businesses that have recovered sufficiently</u> and has hinted that the \$1,500 flat-rate payment could be overhauled to prevent overpayments to some employees.

He said "we want to understand whether the quantum, that \$1,500 payment, continues to be the right amount, also bearing in mind that some people are getting paid more than they would otherwise get by virtue of having a flat payment."

I note that 23 July is a Thursday, so does that mean the fine print / the stuff accountants and bookkeepers need to know will be released around 8pm Friday night ???. You may want to book in a long weekend!



GETTING YOUR PRACTICE PRICING & YOUR REMUNERATION MORE COMMERCIAL FROM 1 JULY 2020

I get to speak to lots of accounting practice owners.

I get to hear their despair and frustration at how hard they are working and how dissatisfied they are with the remuneration their practice is providing them.

I get to help them change this situation and honestly, it brings me so much satisfaction and joy.

If these accounting practice owners didn't love what they do and care for their clients like they do, they may have thrown in the towel years ago.



The other reasons why they haven't thrown in the towel are:

- they don't have the time to actually **look at their numbers** and if they did have time, they are likely to be like one of my coaching clients who said "they did look at their numbers but it depressed them and they kept on going thinking it would get better next year", but usually profits contracted and so did their remuneration despite no contraction in their effort
- they don't have time to actually **make changes** and if they did have time, they don't know what changes they need to make
- they feel such an **obligation** to their clients, their staff (if they have them), their profession and themselves they are prepared to sacrifice what they are worth. Sadly they could also be compromising their own health and wellbeing, relationships with family and friends and their future financial wealth.

I'm going to share with you some of the metrics that I share with participants of my "Revise your Pricing and Profit Model" to illustrate to them what they really are worth and then we have been working through a practical, empathetic, commercial, eye opening and fun process to set new pricing regimes and new wage rates for them from 1 July that they have absolute conviction and confidence in.

2020 Remuneration (excluding superannuation)

- ABS Average Weekly Earnings around Australia (all industries) \$1,659 pw / \$86,268 pa
- GBU Partner's Salary \$3,846 pw / \$200,000 pa
- PayScale Partner's Salary \$2,840 pw / \$147,691 pa
- CA ANZ Average NSW Regional \$3,091 pw / \$160,758 pa
- Hays Principal NSW Regional \$2,403+ pw / \$125,000+ pa

I hope these figures give you food for thought and also the inspiration to reset your remuneration and fees for the coming financial year.

If you would like to jump on board with some likeminded practice owners for my next course, drop me a <u>line</u> or if you feel like working with me 1:1 for this work, I do have a small amount of capacity this month.

"This whole course has changed my mindset and it's time to take responsibility for my practice"



2020 FY COUNTDOWN - LET'S DO THIS!!!!

Here's a few "getting ready for tax time tips" (add some more of your own) that you can start communicating with your individual clients via social media, SMS, email or in your June newsletter.

I actually used to get in touch with individual ITR clients at this time of the year (Queen's birthday long weekend in all states except WA and QLD) as they may just have a few extra hours up their sleeve to start gathering this information in readiness for the tax season. For any stragglers, it's



another reminder and if they don't make contact, then that's your cue to remove them from your tax lodgement list.

You may also take the liberty of forewarning that there will be a few changes with your COVID-19 ITR process this year. You don't need to have worked this out yet, but you are warming them up to expect something different to previous years. Hint, we will be talking about the options in The Balanced Firm private Facebook group so please join my fabulous community and get some ideas and inspiration on how you can use COVID-19 as the impetus to make changes you've been wanting to for years!



Make an image of your own up (I use Canva - www.canva.com) or feel free to share mine above. The Biz Buddy is my other business where I share tips and tricks for SMEs to understand the basics of tax, accounting etc which encourages them to have better relationships with their accountants. Armed with these basics, they don't feel so overwhelmed when asking you their questions.



2020 FY COUNTDOWN - YOUR PRACTICE

Next week is a short four day week for me with a long weekend this weekend.

I have an STP Client Engagement Strategy focus group meeting on Thursday which I am really looking forward to.



I also have the EOFY finish line in sight and my focus will be on getting over that line with all of my 2019/2020 projects ticked off and a brand new list of my 2020/2021 goals and projects pinned up in my office ready to go again.

"There are times when you run a marathon and you wonder, Why am I doing this?

But you take a drink of water, and around the next bend, you get your wind back,

remember the finish line, and keep going."





Keep safe and well and best wishes for the week ahead.

Amanda

