



ESS
BIZTOOLS

Business Advisory Services

An Exciting New Direction For
Accountants

The accounting market is changing – has your firm developed strategies for:

- **Digital Disruption**
Forecast 32% change for accounting business – should you replenish revenue streams?
- **Standard Business Reporting**
Australian Taxation Office has forecast a \$500M per annum “red tape reduction” – all coming from accounting fees!
- **Cashflow Management**
The Second Commissioner of Taxation’s advice to accountants at the ATSA 2014 was to “become consultants to SMEs to assist SMEs to better manage their cashflow”. Is this part of your firm’s strategy?
- **Surveys of SMEs**
All indicated that SMEs wanted more services from accountants. The CCH Report - “SME’s The Fine Line Between Failure And Success” identified that SMEs had identified that they wanted these services:
 - Management of Costs
 - Management Monitoring
 - Business Plans
 - Assistance in raising capital or loan funds
 - Expansion Advice

You’ve been hearing about “business advisory services” for quite some time...

“Wage earner compliance market has reached maturity”

“Your firm needs to shift away from compliance work”

“Hurry before your work is absorbed by your competition”

“If accountants are not really careful the profession could really suffer.”

“Don’t let this happen on our watch!” Jason Bender – Deloitte at ATSA 2014

But the transition into providing business advisory services isn’t achieved simply by being told what your risks are and what you should be doing. Do you know how to make the transition and, more importantly, do you have the resources to undertake this transition?

ESS BIZTOOLS recognises that this is a complex and lengthy process and that your accountancy business may need some direction, as well as resources, to allow you and your team to implement these services.

ESS BIZTOOLS provides the tools to assist accountants to provide value adding services for SMEs.

Preparation

- Business Advisory Services Training Modules – preparing for delivery

Products

- Business Advisory Services – Product Modules
- Leadership Modules
- Papers and articles for clients and prospects
- Government Grant Identification for SME’s

Client Mentoring

- Client Mentoring and Coaching

Marketing

- Business Plus+ Newsletter
- Client Seminars
- ESS BIZTOOLS contains over 1,000 documents designed to, not only assist an accountancy firm prepare and establish these services, but also to up-skill their team and educate their clients.

Upcoming FREE webinars for ESS BIZTOOLS

- Wednesday, 28th October, 2015 11.00am (AEST) or 12.00pm (AEDT) “Developing Business Advisory Services to help accountants avoid suffering”

If this date is not suitable, please visit www.essbiztools.com.au for our ongoing FREE webinar program.

Why not try ESS BIZTOOLS, FREE of charge? Visit www.essbiztools.com.au and sign up for a **free** 30-day Guest Subscription. If you wish to discuss any of our product range in more detail, please contact our Sales Representative, Lorraine Stewart on 0402 791 661 or our office on 1800 232 088.

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