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where every small business owner can achieve big business success

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It's that time of year again – are you finishing off strong or left scratching your head wondering what just happened?



Pinch and a punch for the first day of the month ... well not quite but come Wednesday it will be the 1st day of June.

For most business owners this is year end. So how do you plan to finish the year? Have you achieved what it was that you set out to do? I always get excited at year end ... how great is it that as business owners we have two lines in the sand that force us to stop and consider with clarity what our strategies are to achieve the #1 goal we set for ourselves.

If this time of year fills you with regret and disappointment, don't despair. Over the next few weeks I will be sharing strategies with you that will ensure that you will start the next financial year off with a #1 goal and the clarity for the year ahead.

In the meantime, let's work on finishing this year off as well as we can. Let's make it a Personal Best.

Now I am not in a position to give financial advice, however I will tell you that you need to find an 'A' grade accountant to join your team, one who can reduce or eliminate your taxation expenses within the law.

For this you need to find an accountant that's financially literate.

And no, just because they're qualified as an accountant doesn't mean that they know how to reduce your tax expense. There are many ways in which a top accountant can minimise or eliminate your tax burden, so it's worth taking the time to find one. And this is not where you try and save money in your business.

It's important to find an accountant that plays 'on the line' – that is, they know the law and recommend accordingly, but they know how to play it so close that they get maximum benefit.

Of course, you don't want to be too flamboyant – you'll attract an audit and no one wants that. Remember it is exciting to pay tax.

Finding that 'A' grade team member is not going to be a cheap exercise, but it will be providing you with long term benefits for both your business and your bottom line.

And remember, if after your accountant has worked his magic and there are still taxes pay – that's proof that you made a profit, right? Whilst it is important to not pay more taxes than you should, you should be focused on building profits, and therefore wealth, above saving taxes.

As a footnote I'd like to add, our most successful clients, those that are benchmark and brave, those that are working at the highest level, we all work together as a team. The accountant works on the tax planning and the business owner and I work on the strategies to grow the business - it's a winning combination.

Building High Performance Teams - the event this week was well received and the feedback has been superb. We thank our guest speaker Marc Montagner of Alloys and our Champions in Business the Directors of Traffic Diversions Group, Paul McRedmond, Stefan Shultz and Ross McDonald. If you missed it here are the highlights:



Thank you to everyone who attended - it really was a great morning.

Power to you this week!

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