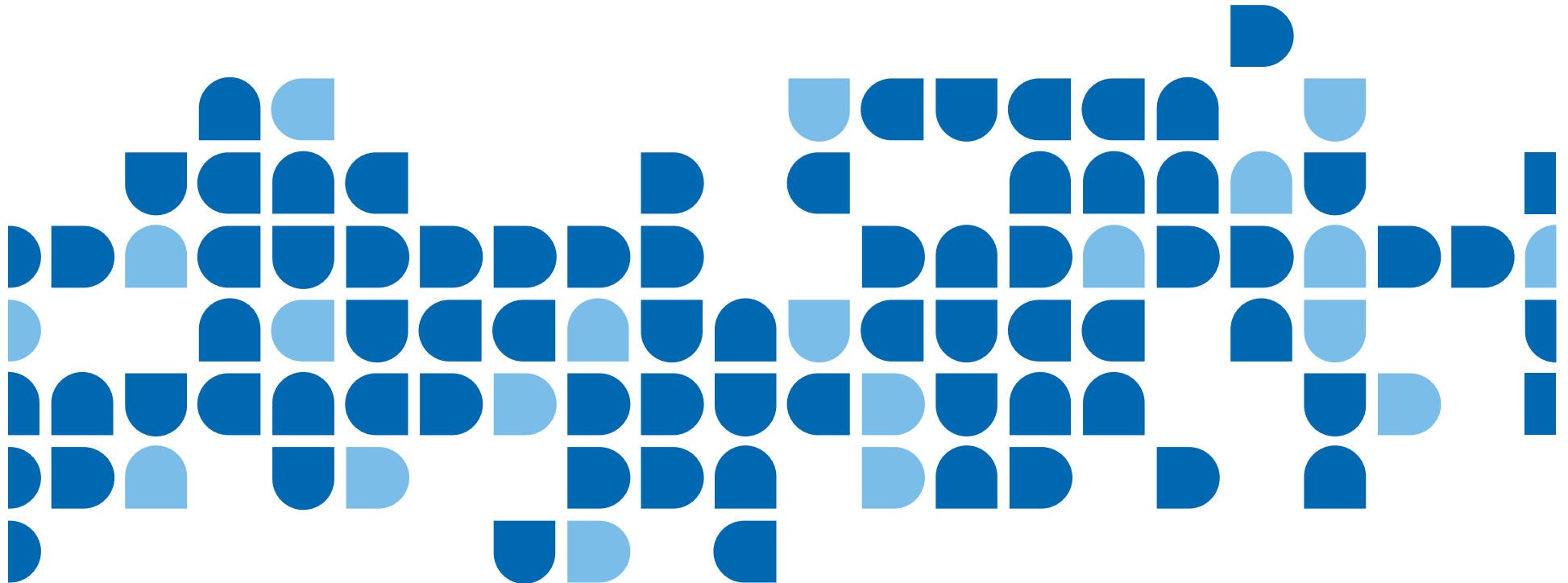


## Financial Profit Maximisation



Cameron Martin  
Director – Business Advisory

*Changing  
Lives.*

## Cameron Martin



### Director, Business Advisory Sydney

#### CORE EXPERTISE

- Financial accounting and reporting
- Strategic business planning and implementation
- Guiding businesses through growth phase
- Taxation compliance

#### INDUSTRIES & SPECIALISATIONS

- Family businesses & High net-worth individuals
- Building, Construction & Development
- Technology & online start ups
- Professional Services
- Wholesale & Distributors

#### QUALIFICATIONS & ASSOCIATIONS

- Master of Commerce, Professional Accounting
- Bachelor of Commerce, Accounting
- Member of Chartered Accountants Australia and New Zealand
- Registered Tax Agent
- Registered Company Auditor

cameron.martin@williambuck.com  
02 8263 4000

## Diana Dimitrov



### Director, Business Advisory Melbourne

#### CORE EXPERTISE

- Tax planning and structuring
- Operational and Strategic business planning
- Business start-up, mentoring and coaching
- Marriage or relationship breakdown

#### INDUSTRIES & SPECIALISATIONS

- Retail
- Property
- Professional services
- Aged Care

#### QUALIFICATIONS & ASSOCIATIONS

- Bachelor of Business (Accounting and IT)
- Member of Chartered Accountants Australia and New Zealand

diana.dimitrov@williambuck.com  
03 9824 8555

## About William Buck

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William Buck is a leading network of Chartered Accountants and Advisors with 8 offices 87+ Directors and 600+ professional staff across Australia and New Zealand.

Established in 1895, we are more than just advisors; we create a positive change in the lives of our clients and our people. Our advisors are highly skilled in solving complex business, financial tax and accounting problems and work closely with our clients to create their best outcomes.

We offer a full range of integrated business and financial services including audit & assurance, business advisory, corporate advisory, tax, wealth advisory and business recovery.

Our diverse client base includes owner managed businesses, listed companies, public and private companies, not for profit organisations, government, co-operatives and high net worth individuals. We bring together the right team of qualified professionals to offer 360 degree support.

## Global Reach

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William Buck is a member of Praxity, the world's largest international accounting alliance and 2016 winner of Association of the Year at the International Accounting Bulletin Awards. Through this alliance, our clients have access to 40,000 professionals in 103 countries, offering 'on the ground' understanding of local regulations, financial reporting requirements, tax systems and customs.

## Summary

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- Financial Management
- Cash Flow
- Payroll Tax Pitfalls
- Planning Pre - 30 June
- Succession Planning

## Financial Management

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What sound financial management looks like for a recruitment business

- Business Plan
- Budget
- Business Model
- Finance Department



## Financial Management

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What sound financial management looks like for a recruitment business



- Accounting Policies
- Staff Mix
- Financial Software
- Reporting

## Cash Flow

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Tips on how to improve your cashflow

- Using a forecast
- Customer mix
- Cashflow Finance
- Collection Procedures





## Payroll Tax Pitfalls

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Learn how not to fall foul of the State Revenue Office



- State Based Registrations
- Grouping
- Contractors

## Planning pre-30 June

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Critical actions you must take before year-end and options to minimise your tax

- Income
- Expenses
- \$30K Immediate Write Off
- Write Off Bad Debts



## Planning pre-30 June

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Critical actions you must take before year-end and options to minimise your tax



- Employee Commission and Bonuses
- Pay Employee Super Pre 30 June
- Salary Sacrifice Super
- Defer Dividends
- Division 7A Loans

## Succession Planning

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What should you be doing to ensure you have exit options for your business

- Plan Ahead
- Valuation Principles for the recruitment industry
- CGT Small Business Concessions
- Process for selling
- Other Industry Changes



## Questions

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