



RAYMOND PARTNERS

Accountants and Advisors



From left: Brad Mumford, Glen Raymond, Danielle Taylor, Donna Byers, Leanne Cruwys, Pamela Soutar, Danielle Russell, Faye Raymond, Michelle Young, Matt Halls

Front Left to Right: Stephen Raymond, Roy Raymond.

Absent: Paul Kennedy, Bec Cuthbert, Suzanne Brown (Stress Less Bookkeeping)

With another busy yet successful year at the Raymond Partners Office at an end, we would like to thank all our clients, new and longstanding, for their support throughout the year.

We will be taking a break from 5pm on Thursday the 20th of December 2012 & our office will re-open on the Monday the 7th of January.

We look forward to assisting you all in 2013 & beyond.

We wish you a very Merry Christmas & a safe New Year!

"Our Goal Is... Helping You Reach Yours"

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EDUCATION TAX REFUND REPLACED BY 'SCHOOL KIDS BONUS'

The recent Federal Budget removed the Education Tax refund from the Income Tax Return, and substituted a direct payment.

Eligible families will receive two equal instalments in January and July each year, commencing January 2013

The annual value of the new payment will be \$410 per year for each child attending primary school and \$820 per year for each child attending secondary (high) school.

The new payments provided automatically in January and July each year means eligible families will no longer be obligated to retain receipts to receive their full entitlement or have to wait until they lodge a tax return in order to receive the refund.

Eligibility for the Schoolkids Bonus will be based on entitlement to one of the following payments:-

- Family Tax benefit Part A
- Youth Allowance
- ABSTUDY
- Disability Support pension

Some families may be required to advise that their child has started primary or secondary school in order to receive payment.

For further information please visit <http://www.fahcsia.gov.au/> and using the search tool find "School kids Bonus", or feel free to discuss with our office.



SURVIVING THE SILLY SEASON

A Merry Christmas doesn't have to be an expensive Christmas. If you are a last minute shopper compare prices of your gift ideas on the internet before hitting the shops.

This can work in your favour by either purchasing the product online for a much more competitive price or assist you in driving a harder bargain with the retailers.

Make a list and check it twice! Compile a list of expenses that need to be considered for the holiday season, food, a Christmas tree, a list of people you plan to buy gifts for and the gift idea you have in mind. From this you should have an idea of the budget and funds required.

Go halves wherever possible. This enables you to share the cost of gifts, food or decorations and allows you to purchase quality rather than quantity.

While rushing around shopping try to find an ATM that belongs to your bank, or alternatively withdraw cash when making EFTPOS payments in order to avoid unnecessary ATM bank fees.

If and where possible, pay for your Christmas purchases by cash or EFTPOS. What better way to reward yourself than to head into 2013 with as little debt as possible!

Last but definitely not least enjoy your well-earned break, and cherish your time with your family during the Christmas and New Year period.

RAYMOND PARTNERS NEW LOGO

Raymond Partners are pleased to introduce our new logo. We are currently transitioning from old to new and hope you all enjoy the new look!

New look, same great service!

GETTING TO KNOW YOUR ACCOUNTANT- GLEN RAYMOND

Glen has been a valuable member of the Raymond Partners team for over 7 years. He graduated from Victoria University in 2006 with a Bachelor of Business but it's his kind hearted, friendly nature that makes him a pleasure for both clients and staff to work with.

In true Raymond style, when he is not working, Glen is involved in building and racing rally cars. In doing so, he has achieved many outstanding results including 2008 CAMS Motorsport Personality of the year, becoming the youngest ever winner of an Australian Rally Championship Round, and finishing 2nd outright in the 2009 Australian Championship.

After a 2 year break, Glen's goal for 2013 is to once more compete in the Australian Rally Championship in his newly acquired Mazda RX-7 rally car.



5 BUSINESS MANAGEMENT TIPS

1. REFRESH YOUR GOALS

Take a look at your business as it stands, where is the potential for growth? Are there areas to be approved upon? Explore your presence on the internet, social media and take full advantage of all the free business directories that are online i.e. Hotfrog.

2. DON'T NEGLECT ADMINISTRATION

Creating and maintaining a structured filing system will remove any unnecessary difficulty when it comes to credit management.

3. CUSTOMER RELATIONSHIPS ARE IMPERATIVE

A trusted and close relationship with your clients will ensure a reliable source of revenue, and increase referrals. Word of mouth is a very powerful advertising tool.

4. ENSURE INVOICES ARE ISSUED IN A TIMELY MANNER

Timely issuance of invoices is imperative to maintain a steady cash flow.

5. KEEP TABS ON YOUR COMPETITORS

Knowledge is power! Keep track of your competitors and what products and services they offer especially the ones you may not. Keep well informed of developments within your industry, this will assist you to stand out in the crowd.



NEWS AT RAYMOND PARTNERS

RAYMOND'S WIN THE 2012 VICTORIAN RALLY CHAMPIONSHIP

The Raymond Partners Rally team of Stephen Raymond (driving) and Glen Raymond (navigating) won their first Victorian Rally Championship in their Toyota Corolla, wrapping the Championship up with one round remaining. Stephen also convincingly won the Interstate challenge between NSW, VIC and ACT in July this year.



Thinking Of Purchasing a Business?

People go into small business for various reasons. Some do it because they are tired of working for a boss and want the freedom of working for themselves. Others have a hobby they are passionate about that eventuates into a business. Here are some issues to consider as well as consulting with our office prior to making your decision:

- Does the business meet your personal needs, location, lifestyle and very importantly, budget?
- Ensure you are made well aware as to the reason the business is being sold.
- Review financials to validate revenue figures, as well as inspect all assets and equipment included in the purchase and sight all relevant documentation regarding leases.
- Pre-empt the future prospective of the business including any possible risks or competitor threats.
- Speak to one of our skilled accountants about setting up a detailed cash flow.
- Acquire an independent valuation of the business in question.
- Speak to one of our qualified accountants regarding the most suitable business structure, and potential taxation issues.
- Seek out professional advice and assistance regarding finance well before purchasing business.
- Make sure you have all relevant business registrations implemented.

Please speak to one of our friendly accountants with any queries you may have regarding the potential purchase of a business.

IMPORTANT DISCLAIMER: This newsletter is issued to Raymond Partners Pty Ltd clients for their information. The information divulged in this newsletter should not be taken as personal advice, and clients should not act solely on the basis of the information provided in this newsletter. Items listed are general comments only and do not take into consideration your personal positions. You should seek our formal advice before acting in any of the mentioned areas.

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