



## FOR SMALL TO MEDIUM SIZED BUSINESSES (SME) AND OWNERS

Specialist Tax, Accounting, Structuring & Advisory Services



We Help You Grow

Make sure you are supported by professionals who are sufficiently equipped with **Tax Knowledge, Compliance Knowledge, Business Management Knowledge** and understand the **Unique Challenges of a Small Business**. Those professionals should be able to map out a **long term financial path** for you. Leave the specialized and time-consuming areas to the experts. Free up your time to focus on your business to grow it.

---

203 Blackburn Road, Mount Waverly, Vic 3149, Australia

Tel: [+61422121439](tel:+61422121439)

e-mail: [info@edgeadvisoryservices.com](mailto:info@edgeadvisoryservices.com)

---

## WE ARE SMALL AND MEDIUM SIZED BUSINESS (SME) SPECIALISTS.....

We are a small business too. We understand what it takes to operate and grow . Whilst it can be extremely rewarding in the long run, it requires some special skills and efforts to be successful.



**Often it is underestimated how important it is to be supported and guided by professionals with complete suite of expertise in tax, accounting and business management.** From our experience with many small businesses in various sectors, we understand the challenges that the owners face and common mistakes they make. We have developed tools, systems, processes to achieve outstanding financial results for our clients in this sector. We adopt a long term genuine partnership approach Our services are timely, forward looking and proactive in nature.

### OUR SERVICES AT A GLANCE:

- Business structuring advice
- Formation & set up
- BAS/Tax/WorkCover/Super
- Payroll management & bookkeeping
- Financial reporting

- System integration and automation- MYOB/QuickBooks/Xero- only one source of truth
- Cost control & efficiency improvement
- Budgeting, cash flow forecast
- Business driver analysis & Introducing performance measures (KPIs)
- Benchmarking against industry standards
- Feasibility study for starting a new business or project
- Business buying- due diligence, commercial evaluation & deal negotiations.
- Operational and financial review
- Business, car & equipment financing
- Wealth creation, risk management & asset protection

This comprehensive suite of services means our clients in this sector can rely on one trusted partner for managing all aspects of their finances. This is designed to free up time and relieve them from the headaches of their non-core activities.

**.... MORE THAN JUST TAX & COMPLIANCE. FULL OUTSOURCING, CONSULTING AND FINANCIAL MANAGEMENT SERVICES.**



**PLEASE CALL US TO DISCUSS. WE WILL DO A FREE "FINANCIAL HEALTH CHECK" FOR YOU. WE ARE CONFIDENT THAT YOU WILL FEEL THE DIFFERENCE WITH US.....**

## WHERE THINGS CAN GO WRONG FOR AN SME.....

### Structure Related:

Australian taxation and business regulatory framework is complex and ever changing. Often we come across a good business but structured very poorly.

Opportunities are there to save significant income tax, capital gain tax, and protect assets if the business is structured properly. Mistakes in this area can result in financial shocks.

### Structuring Options:

- Sole Trader with ABN
- Partnership
- Company
- Personal Service Trust
- Family Trust
- Unit Trust
- Service Trust
- SMSF

### Key to Success:

- Efficient tax strategies
- Suitable business structure
- Compliance management
- Good preparation, strategy, plan
- Identifying right business, partnership opportunities, networking
- Market research, competitor analysis, creating competitive advantage
- Efficient operational management & performance measure
- Cost control, cash flow management
- Sound financing & investment decisions

### Compliance Related:

Australian regulations place a huge compliance and record keeping burden on small businesses. Owners are generally very busy with day-to-day business management. Often they neglect to make sure that they are fully compliant with rules and regulations. This may ultimately bite back at some point in future.

### Key Compliance Areas:

- **Employment:** TFN declaration form, super choice form, contractor vs employee, PAYG withholding and certificate, PAYG Payment Summary Statement, payroll tax, super payments, WorkCover
- **BAS/IAS:** preparation, lodgment and payment (quarterly/yearly)
- **Deductions:** legitimate and supported by appropriate evidence.
- **Annual income tax return:** financial statements, profit distribution, franking credits, carry forward of loss
- **Record keeping:** To be kept for five years, including tax invoices, receipts, salary and wages records, tax returns and activity statements, and super contributions

### Business Management:

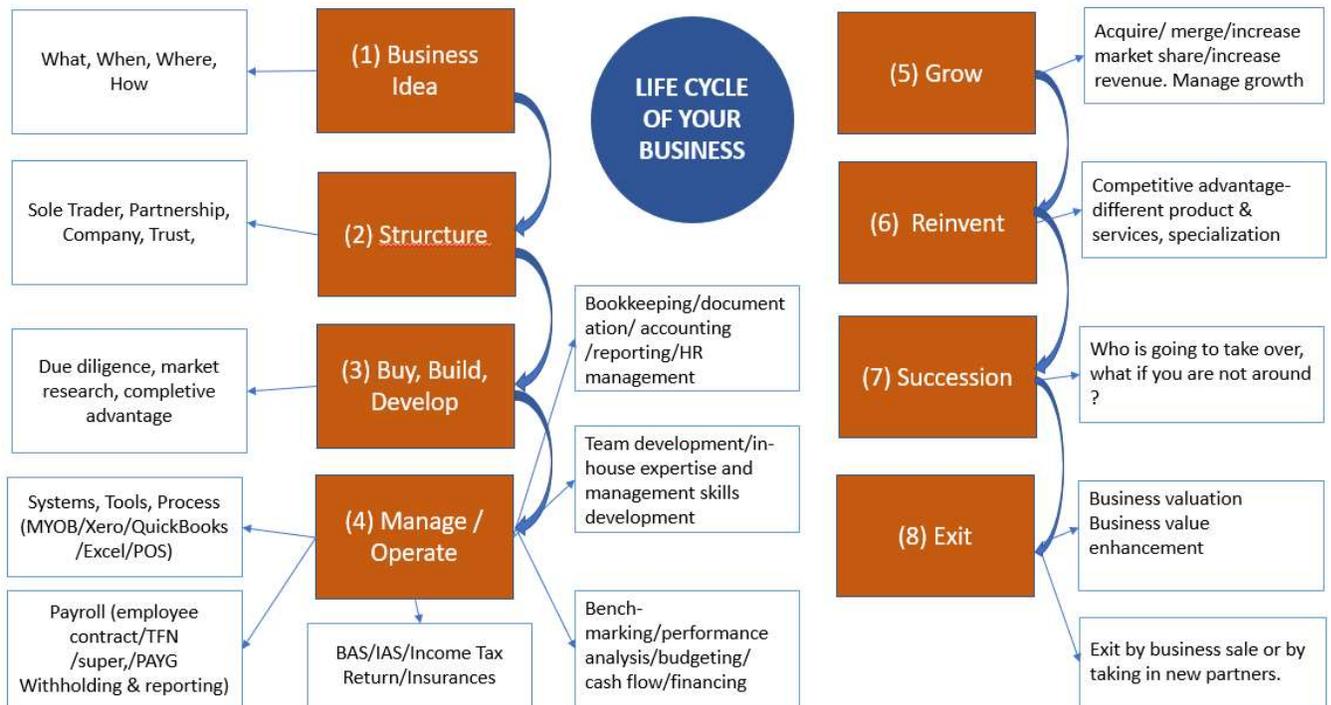
Australian business landscape is extremely competitive. Doing well in this environment requires skills, knowledge and experience. Small business owners often fail due to the lack of sufficient knowledge, experience, resources, preparation, planning, business management systems and tools.

### Common Questions:

- **Business start up:** Are you really ready for the challenge? Do you have a business plan?
- **Business buying:** Are you buying the right business? Are you paying the right amount? Are you aware of the operational challenges?
- **Cash Flow:** How is your cash flow forecast looking in the short and medium term?
- **Operational:** Do you have appropriate tools and systems for efficiencies? Do you know your cost base?
- **Accounting:** Do you have an integrated accounting system that gives you timely information?
- **Financing:** Are you ready for financing growth?

IT'S MORE THAN JUST YOUR TAX MATTERS & COMPLIANCE. IT IS HOW PREPARED YOU ARE, HOW WELL YOU INVEST, HOW WELL YOU MANAGE. WE CAN BE YOUR TRUSTED PARTNER IN ALL THESE AREAS.....

## LIFE CYCLE OF A SMALL TO MEDIUM SIZED BUSINESS (SMEs).....



**WE OFFER FULL SUITE OF TAX, ACCOUNTING AND CONSULTING SERVICES:**

**DON'T WAIT FOR THE SHOCK:**

There are no shortage of accountants but make sure you partner with someone who can be trusted to add value at every stage of your business life cycle.



We are happy to be beaten on cost, but we are confident that it will be hard to beat us on quality and value.

Unfortunately shocks can come from many directions:



- GST shock
- Income tax /CGT shock
- Payroll obligation shock
- Non-compliance shock
- Cash flow crisis & growth funding shock
- Sales decline and competitive shock
- Market condition change shock
- Technological and product shock
- Record keeping and documentation shock

**CALL US TO DISCUSS HOW WE CAN ASSIST. YOU WILL BE SURPRISED TO SEE THE OPPORTUNITIES FOR VALUE ADDITION AT EVERY STAGE OF A BUSINESS LIFE CYCLE.....**