

## **30 years of self-employment coming up 30 Sept 2018....**

I certainly didn't consider this moment when I first started out in 1988! And to quote Gilbert Enoka, Mental Skills Coach to the All Blacks – “that's a good start”! It would be fair to say that I've learnt a bit over these years – especially about people. The conference we were at recently where Gilbert spoke, he also talked about the 3 bones you need in business – wishbone, backbone and funnybone.... isn't that the truth?!

His parting shot was the fact that he believes we have 2 lives. The second life is the one you start living when you realise that you only have one life. Great stuff!

So, whether you are at the start of your business or the twilight years or transitioning yourself somewhere in between, there will be lots of decision making, curve balls, going with the flow or strategic endeavors, to get you along your way.

It was an unusual year last year with the extended version of the election, and of course changes in Government and therefore legislation.

The Brightline test has now been extended from 2 years to 5 years, so if you sell a property within this time frame, profits may be taxable, please talk to us first.

For those employing staff please note that the minimum wage has gone up, now \$16.50 per hour.

Our office in Rangiora that we launched last year is going well so if it works better for you to drop in there instead of coming to Riccarton, that's all good.

Our team, as always, are here to help you with your day to day operations including software assistance, more and more clients are opting for xero, which we encourage. Again talk to us first! You need assistance to collect your money from customers, we know who you should be talking to, ring us, they know what's going down out there, who owes \$ to whom, and who you should be putting the squeeze on now, before it's too late and you end up ranking as an unsecured creditor.

Did you know that using a mortgage broker doesn't cost you a cent? We use them all the time to get finance for our clients as they know how to get deals across the line and with whom. They can even get a better rate with your existing bank when your interest rate comes up for re-fixing. Note that break fees in relation to your rental property are tax deductible.

At [www.ReesAccounting.co.nz/client-area](http://www.ReesAccounting.co.nz/client-area) are details of what information we need at 31 March 2018. Please have a look and take action as necessary. The earlier your information is in, the quicker it gets processed and you then know your tax commitments for the coming year.

We love all your referrals – please keep them coming. Do check out our website, we have had lots of great comments about it! If you want to come in and just have a coffee and some understanding ears to listen to you – you are always welcome. Or maybe you want us to come to you, just say the word. Take care out there!

### **ABOUT US!!!**

I believe we offer the best service in Canterbury – always available, prompt response to any enquiries, work performed accurately in a timely manner, always pleased to answer any questions, we have never had a stupid one yet. The only stupid ones are the questions that people don't ask.

We want your feedback. Like most people we love hearing how great we are and how fabulous our staff are, but if we haven't lived up to your expectations let us know that too.

We want to be your first call any time with any financial questions, whether you are buying or selling assets or a business, looking for mortgage finance, anything at all. We are always pleased to hear from you, and we would like more clients like you! Please keep sending your referrals.

Remember we are a small business too, same as you, chances are we have come across the same issues that you are dealing with. We can help! We don't claim to know everything but over the years have developed a trusted network of advisers that we can share with you. These include: database, marketing advice, insurance/superannuation/ACC, occupational health & safety, legal advice, employment contracts and law, finance and customer finance, credit control/debt collection, business & property valuations, property management, website development, payroll management, mentor/business/life coach, computer hardware & software training/support, importing/exporting, trusts, strategic positioning, grooming your business for sale, – the list goes on.....