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Our Services

We are an accounting, taxation, business advisory and financial services firm.

We develop and implement growth strategies for our clients by adopting a holistic view of their business and by bringing together our expertise and timely advice in the complex fields of:

- Accounting
- Taxation
- Business Advisory
- Wealth Management
- Finance
- Self Managed Super Funds

We also offer complete business solutions in other areas such as audit, by linking closely with independent industry experts who we know and trust.

UPDATE



EXTENDING OUR SERVICE OFFER TO YOU: McCORMACK REYNOLDS WEALTH MANAGEMENT

WHEN MCCORMACK REYNOLDS WAS FIRST ESTABLISHED IN 2002 THE VISION WAS TO ESTABLISH A SERVICE OFFER FOR OUR CLIENTS THAT FOCUSED ON AREAS WHERE WE BELIEVED THERE WAS THE GREATEST NEED AND WHERE WE COULD ADD THE MOST VALUE TO OUR CLIENTS.

These core services include:

- Accounting & taxation
- Business consulting services
- Finance
- Self Managed Super Funds.

Our clients have the choice of using one or more of these services depending on their business and / or personal needs. We are continually listening to our clients and many have requested further services. Consequently, we would like to announce the establishment of a wealth creation and management division, McCormack Reynolds Wealth Management. We are also pleased to introduce Matthew Milosevic as the Senior Financial Planner of McCormack Reynolds Wealth Management.

Matthew, with his knowledge and experience, develops, implements and monitors strategies across all aspects of his clients' financial lives.

He works together with each individual client to deliver their financial and lifestyle outcomes.

Matthew assists his clients to achieve their financial goals, to establish and protect their financial security and that of their family. This covers all areas of financial matters for wealth creators, pre-retirees and retirees.

As Senior Financial Planner, Matthew delivers advice and strategy to clients in the following service areas:

- Wealth accumulation
- Risk Management / Insurances
- Retirement Planning
- Superannuation and Retirement planning
- Self Managed Superannuation Fund advice and strategies
- Estate planning
- Investing
- Pension / Income stream strategies and advice
- Aged care planning.

Matthew is committed to providing his clients with these services relating to wealth creation and ongoing wealth management. He particularly enjoys developing strong relationships forged with clients through his on-going service to them. In his relationship with his clients Matthew ensures that there is complete transparency combined with the highest professional standards. When working closely with his clients on any issue, whether simple or complex, Matt will use everyday language.

Matthew has had an extraordinary sporting career having played for the Under 17 Australian Soccer team, finishing second in the 1999 World Cup, having lost to Brazil in a penalty shootout. This resulted in Matthew's team being the only Australian team in the history of Australian Soccer to win a World Cup medal. From there Matthew spent time playing with teams in England and in Italy. In addition, Matthew has represented Australia in American Gridiron football.

If you have any questions about McCormack Reynolds Wealth Management or any of our other services please do not hesitate to contact Matthew Milosevic or your McCormack Reynolds adviser.

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Thank You

We are pleased that many of our valued clients are referring friends and colleagues to us.

Please accept our sincere thanks.

It is good to know that you recognise the effort we make to deliver service beyond your expectations. If we can be of help to any of your friends or business associates we would be very pleased.

ARE THE BANKS HAVING A LEND?

A provocative heading and the ensuing article from the Institute of Chartered Accountants' October Charter magazine suggested that there is great disparity and imbalance in lending allocation by the banks between the SME sector compared to large business and residential borrowers.

Other media articles have also supported this claim. Loan statistics strongly support the fact that the banks are focusing their lending allocation on the residential sector to the detriment of the SME sector.

Recent reports from the major banks suggest that lending to Australian business has fallen dramatically.

National Australia Bank business banking group executive Joseph Healy stated that lending to Australian business fell by \$56 billion, to just more than \$680 billion, in the 12 months to July (*The Advertiser, October 13, 2010*).

Much of this business lending was to larger corporates and not to SMEs and was also at the expense of increased lending by \$61 billion to the owner occupied housing sector.

Not only is the lack of access to finance a problem, but also the cost of finance with banks charging as much as two percentage points more than the standard mortgage rate to many small businesses.

This unprecedented tightening of bank policy does not mean that the SME business owner should be deterred from applying for new facilities.



It is imperative that clients of McCormack Reynolds have their business funding suitably structured and applications to banks adequately packaged. We know how the banks approach the loan process and the critical points that need to be covered to ensure that a quick and positive outcome is achieved.

Please speak to your accountant at McCormack Reynolds or Chris Fox from McCormack Reynolds Finance.

PENSION DRAWDOWN REDUCTION

The Australian Taxation Office has extended until the end of the 2010 / 11 financial year the pension drawdown relief for Self Managed Super Fund pension recipients.

This has the effect of allowing retirees with account based pensions to meet their minimum pension requirements while the financial markets recover and members' balances improve.

The pension minimum percentages for 2010 / 2011 are:

Age	Minimum Percentage	50 % Concession
Under 65	4 %	2 %
65 – 74	5 %	2.5 %
75 – 79	6 %	3 %
80 – 84	7 %	3.5 %
85 – 89	9 %	4.5 %
90 – 94	11 %	5.5 %
95 +	14 %	7 %

THE COOPER REVIEW OF AUSTRALIA'S SUPER-ANNUATION SYSTEM

The recently released Cooper Review examined the governance, efficiency, structure and operation of Australia's Superannuation System.

The Review submitted twenty nine recommendations specifically relating to Self Managed Superannuation Funds (SMSFs).

Many submissions argued that adviser competency standards and qualifications are too low and that all advisers require specialist knowledge, in particular knowledge of the Superannuation Industry (Supervision) Act (SIS), SIS Regulations, the tax law, and their application to SMSFs.

McCormack Reynolds supports these recommendations regarding financial advisors as we believe it is imperative that any professional giving advice regarding superannuation, and particularly SMSFs, be qualified to do so.

Our in-house senior financial advisor, Matthew Milosevic, is appropriately qualified to give advice about setting up and structuring a SMSF, pension / income stream strategy and advice, and investment strategies, and he meets the competency standards that the Review recommends.

For the complete Cooper Review please go to www.supersystemreview.gov.au

CLIENT PROFILE

WATCH OUT! THE ATO MEANS BUSINESS

It has become very evident that the ATO has increased its efforts on business tax debts. Recently we have observed, as well as been informed by our networks, that there has been a recent increase in the issue of director penalty notices (DPN).

What does that mean for business?

The ATO has made it easier to take action against directors that owe business tax. Based on the changes in legislation that were implemented in July, it is easier to issue DPNs and there are few options offered to directors to resolve their outstanding tax issues.

Ultimately this places more responsibility on business people acting as directors. It is imperative that changes of address and contact details are updated with ASIC, as this will not be accepted as an excuse and allow any extensions.

Directors will have seven more days to rectify their tax debt issues, the allocated time for this having changed from 14 to 21 days.

1. Know all the implications, as a director, with regards to the ATO
2. Get advice or assistance early
3. Make certain address details are up to date with ASIC
4. Know the financial position of your company.

If you have any questions please contact your accountant at McCormack Reynolds.

INTRODUCING SHAPE UP – AN INTERVIEW WITH TRENT AND DAYNI MINCHINTON

Written by Justin Hogan

Studies of organisations, particularly in the field of business, indicate that there are a number of factors that characterise the highly successful organisation, factors such as:

- High performance standards
- A strong sense of identity felt throughout the organisation
- An active client focused culture
- An openness to change
- A strong sense of support, of the employees for the organisation, the organisation for its employees, and of the employees for each other
- Open communications throughout the organisation
- Commonly held understanding of an organisation's objectives and values
- Emphasis on a program for the development of people, both clients and staff.

In all client interviews that I have conducted for the McCormack Reynolds' newsletters, business owners have recognised the importance of these types of key performance factors and have implemented strategies to implement these and other factors, that lead to success. Trent and Dayni Minchinton, and their health and lifestyle company, Shape Up, have also embraced this approach and do it very well.

From backgrounds in hospitality, nutrition and personal training, Trent and Dayni established Shape Up personal training and nutrition in 2002. In 2007 they began Shape Up Studio which is the gym and now they are launching their new and innovative outdoor "Commando Training" sessions. Their clientele are predominantly time poor business people, elite athletes and body builders who all enjoy the small numbers in the gym at any time and the state of art equipment, including free weights.

Shape Up is not just a gym but has at its foundation a high level of personal training, nutritional support and guidance for their clients.

The personal and business philosophy of Trent and Dayni is focused on achieving a healthy lifestyle and fitness for their clients. It is also about teaching their clients how to organise their lives in order to be more confident, more energized, more in control, a more positive outlook and ultimately happier.

In comparison, mainstream gyms are not truly health focused and lack this integrated structure. Most importantly, Shape Up is filling a niche in the fitness industry in being able to provide the personalised one-on-one support and encouragement that we all need at times to maintain our motivation and to achieve our fitness and lifestyle goals.

Shape Up has many strong points of difference compared to mainstream gyms but another important point is that all clients are consulted with and given a personalised diet plan, developed for them, taking into consideration all aspects of their lives and individual differences. Trent and Dayni are both trained dieticians and emphasise that it is not just the science of designing a diet plan but also the art of ensuring that it fits in with the personality and lifestyle choices of each client.

In addition, all clients, as part of their membership, enjoy a one-on-one personal training session every week. This level of attention and the constant encouragement, monitoring and evaluation of their training in a very personal and consultative manner reinforces the intimate and personalised approach that Trent and Dayni continually espouse.

This support and commitment is also evident in Trent and Dayni's relationship with their staff who they describe as role models and passionate supporters of their clients. Trent described to me how their staff came to be working with them at Shape Up. They had either been clients under Trent, or had experience in the fitness industry, and had come to Shape Up because of the reputation of what Trent and Dayni had achieved through their personalised and professional integrated health model.

Trent and Dayni have some advice for those thinking about starting a business. Plan for the unexpected and research your products and / or service offers. Develop a business plan but always keep in mind the KISS Principle – keep it simple. Consult others and find mentors who have been successful in business. Take calculated risks and have some fun along the way. Always believe in yourself and your vision but always be one step ahead, be open to change and adapt quickly.



The importance Trent and Dayni place on getting the best advice is evident in their relationship with McCormack Reynolds which Trent describes:

"Ben Reynolds has been extremely helpful professionally and personally, offering strategic advice on business structures and general accounting and business advice. Ben knows our story and has been heavily involved in our growth. He is a great sounding board for our ideas and responds quickly to our questions. What we like about Ben is that he understands us, what we have achieved and what we hope to achieve in the future. Ben and his team, in particular Rebecca, are great in quickly responding to our calls and questions."

If you have any health and fitness questions for Trent or Dayni, their contact details are:

Shape Up-
Personal Training & Nutrition
11 West Terrace, Adelaide
Tel 8231 6440
www.shapeup.com.au

Photo above:
From left to right:
Shannan Ponton,
Trent Minchinton,
Michelle Bridges and
Dayni Minchinton.

CLIENT NEWS

McCormack Reynolds

accounting & financial services

55 Jerningham Street
North Adelaide
South Australia 5006
PO Box 596
North Adelaide SA 5006
Telephone
08 8161 1000
Facsimile
08 8267 1801

info@mccormackreynolds.com.au
www.mccormackreynolds.com.au

Tim McCormack BEc FCPA
Ben Reynolds BCom LLB CA

ABN 58 104 743 982

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Disclaimer:

The McCormack Reynolds Update Newsletter is published to provide information of general interest to their clients. The content of this newsletter does not constitute specific advice.

Please contact your accountant at McCormack Reynolds for advice on specific matters.

BELMONDO RISTORANTE NATIONAL STEAK CHAMPION

Congratulations to Chris Kekes of Belmondo Ristorante who was the inaugural winner of the first ever Pepperjack's National Battle of the Steaks Challenge, Australia's Best Steak competition.

The decor in this inviting restaurant of dark timber and shades of ochre is picture-perfect Italian, but this is no faux-Italian restaurant. Belmondo serves up an inviting array of seasonally changing traditional and contemporary meals. Benefiting from the smokey flavours of the char grill and wood fired oven, the menu features a selection of premium meat dishes, fresh South Australian seafood, gourmet wood oven pizzas and authentic, classic pasta.

With an ever changing specials board and seasonal changes on its menu, coupled with an extensive wine list of over 70 local, imported and premium cellared wines, Belmondo brings to the suburbs what many travel to the city to find.

**Belmondo Ristorante -
7 / 1048 Grand Junction Road,
Holden Hill, SA 5088
Telephone (08) 8395 2677**

WELL DONE PETER KENNEDY

Congratulations to Peter Kennedy who has been inducted into the Road Transport Hall of Fame.

Peter first developed his interest in the trucking industry while doing some part time driving work while employed with a stock firm at Mt Pleasant in 1955.

PT & TK Kennedy Transport Pty Ltd, a close family business, now employs 25 staff members, operates 10 road trains, 2 single prime movers, 4 body trucks and 55 trailers.

Well done to Peter, wife Terri and all concerned.



AND ALSO JILL COOMBE!

Congratulations to Jill Coombe, Manager of Bridge Clinic Medical Centre at Murray Bridge, one of the largest private general practices in Australia, for her category win in the South Australian 2010 Telstra Business Women's Awards.

With 46 staff reporting to her, Jill has streamlined processes and co-ordinates flexible working arrangements.

Bridge Clinic Medical Centre won the Royal Australian College of General Practitioners' National General Practice of the Year Award in 2005.

“ Listen to those around you but be prepared to make decisions ”

Jill Coombe

Photo below:

The Grange Surf Life Saving surf boat crew who won the 2009 Australian SLSA National surf boat title in their age category.

PEOPLE POWER

Congratulations to Matt and Shannon Carlaw on the recent birth of their daughter Olive Mary. On behalf of all our clients, team members and those connected with McCormack Reynolds we wish them every happiness.

Congratulations go to **Kate Lukasz** who at the AFG Mortgage Broker of the Year Awards won the 2009 / 2010 Rising Star Award. This is a terrific result for both Kate and McCormack Reynolds and highlights the enormous potential Australia's largest independent aggregator sees in McCormack Reynolds.

We also congratulate **Nick Lower** who has jointly been awarded The Advertiser's South Australian National Football League Player of the Year Award. Nick tied with Norwood teammate and fellow midfielder Brett Zorzi for this prestigious Award. Nick was also runner-up in this year's Magarey Medal for the South Australian National Football League's Fairest and Most Brilliant player, narrowly missing out by two votes to James Allan from North Adelaide. Nick then followed up his outstanding year by winning Norwood's Club Champion Award. We wish Nick every success in his on-going football career.



Photo above: Kate Lukasz receiving the 2009 / 2010 Rising Star Award at the AFG Mortgage Broker of the Year Awards.



Photo at right: Nick Lower in action against Centrals at the Norwood Oval.