



AUTUMN NEWSLETTER 2018



WELCOME TO AARON HOOPER

Aaron joins us as a partner in the firm. He has a wealth of experience in banking and finance after working in the banking industry for over 20 years. His last role was Regional Manager of Westpac, leading a team of 80 staff. Aaron offers sound advice with the financing of capital projects and building an effective relationship with your banking partner.

More recently Aaron has combined this experience with his accounting degree to work with a range of businesses to set strategy and monitor progress. He has a pragmatic, realistic approach combined with a great sense of humour.

His senior management experience also enables Aaron to advise on business planning, sales training, staff mentoring and coaching and leadership training. He has a passion for people and how to structure a working environment that enables your team to shine.

Out of work, Aaron enjoys playing soccer, keeping fit and spending time with his family.

What's your plan?

Benjamin Franklin once said 'failing to plan is planning to fail!' and that's as true today as it was back then.

Whether you're a one man band or a large company with aspirations of trading nationally or globally, you need to plan ahead and that thinking needs to be documented so that your staff, advisors and key partners are all on the same page.

Creating a business plan lets you see past the distractions and helps you make clear choices about how you are going to compete and where and how you should focus your time and skills.

Having developed a plan, you need to review it constantly as the business matures and your market changes. As you conquer challenges and reach important milestones you need to set new goals to ensure that you are realising your business's full potential.

We can help you develop a one page plan that you can stick to your wall to help guide your daily decisions and to ensure that you always have an eye on the 'big picture'.

Hand in glove with a plan is a budget. Budgets are great tools for highlighting the cashflow pressure points, as well as the likely tax amounts. They can then be used to compare your actual performance against to highlight what's gone well, and what might need some further action.

A plan, a budget and regular reporting are three tools we can work with you to put in place. So call us now to talk about your new business year's resolutions.

**For help with business planning
call us today on 09 438 5309**

Meet some of the team

With phone and email you can often get to know a person well without ever meeting. But it's always nice to put a face to the name and with that in mind here are some of the team.



DEB HANSON

Deb is a Chartered Accountant who also has a Bachelor of Management Studies. She's originally from Whangarei but went to university in Hamilton and then moved around a bit before returning home.

When she's not helping her beekeeper husband, or looking after their boisterous pre-school son and Ajmer the cat, Deb enjoys hiking, biking and travel.

Deb has a philosophical outlook and can often be heard to say "could be worse!" Her long-term ambition is to live off the grid.



KIRSTY TAYLOR

Kirsty takes care of compliance work (income tax, GST, PAYE etc.) compiling annual financial statements, monthly reporting and audits. She also has experience in the not-for-profit sector.

Kirsty is a Chartered Accountant and holds a Degree and a Professional Diploma.

Born in Auckland, Kirsty grew up in Whangarei. She likes baking, reading, going to the beach, and hanging out with her husband and two young children. The family also includes a cat called Zinny.



MARIE MCQUINN

Marie has worked here for over 20 years and knows the firm and its' clients like the back of her hand. The qualified Accounting Technician specialises in estate taxes and computer systems.

Marie's sense of humour and wealth of knowledge make her an invaluable MAQ asset. Out of work Marie enjoys time with her husband and two children.



WENDY GRIMMER

Wendy has been with us for over 15 years. She holds a NZ Diploma in Business and specialises in Farm Accounting. Originally from Taurarunui she moved to Northland in the early 90s.

Wendy loves animals and has two birman cats and a clydesdale stallion.

One day Wendy hopes to take a river cruise through Europe.

Enduring Relationships, Professional Advice



BRENDA SMITH

Brenda has a Diploma in Business, a Diploma in Management, and is a qualified Accounting Technician. Brenda has over 15 years accounting experience and specialises in providing clients with software support for MYOB, Xero and Banklink. Brenda's natural patience and calm manner make her an excellent trainer for clients learning new accounting software programmes.

Originally from Whangarei, Brenda enjoys travelling, and has a strong involvement with the local community through Girl's Brigade. She also enjoys family time with her husband and two adult daughters both of whom live locally.



MICHELLE LU

Michelle has a Diploma in Business as well as receiving the Top Performing New Zealand Diploma in Business award from Chartered Accountants of NZ and Australia (CAANZ).

Michelle has more than 15 years accounting experience and brings a high level of self-motivation and passion to her accounting job. She always tries to get the best results for our clients. Originally from China, Michelle came to New Zealand looking for new opportunities and a better lifestyle.

At home, Michelle enjoys travelling, shopping, cooking, walking and following TV detective dramas.



DENISE BELLAMY

Denise has a Diploma in Business and Diploma in Management and has worked in accounting for over 12 years. Denise is MAQ's resident tax processing expert, ensuring tax returns are filed on time, and clients receive their correct entitlements.

Outside of work, Denise enjoys time with her family, visiting local beaches and wineries and all that Northland has to offer.



PAULINE SOWRY

Pauline is a Chartered Accountant with a Certificate in Business Studies and a National Diploma in Accountancy. Pauline has over 15 years accountancy experience so holds a great range of knowledge and skills which she brings to the team.

At home, Pauline juggles two children, her partner, a wide range of animals and the garden, all of which combine to ensure she never has a dull moment.

SNIPPETS – a few things you may need to know

Bright-Line test to be extended from 2 years to 5 years

Just tracking its way through Parliament now is a change to the Brightline Test. If you purchased:

- a residential property which is not your main home (the one you live in)
- after 1 October 2015
- and plan to sell the property before 1 October 2020 or within 5 years of buying the property

then this change may affect you. If you think this applies to you, please call us and we can discuss this further.

Just a heads up

You may get a reminder to pay your tax on 7th April from both MAQ and from the IRD.

The IRD are planning to send reminders out to people to pay their terminal tax on the 7th April. So don't be surprised if you receive a tax letter from us, and then another one from the IRD. It's for the same tax, and you only need to pay it once.

A new tax year...

... Is the perfect time to think about your accounting software. If you would like to try MYOB Connected Ledger or Essentials, Xero or even Banklink, we can get that set up for you. As a partner with both MYOB

and Xero we can train you on how to use the software so it saves you time and effort. Accounting software can take the work out of preparing your GST returns, and getting your information in to us. Please call us to discuss.

What is AIM?

The IRD are launching a new way of paying provisional tax this year. If your turnover is under \$5 million, and you are using either MYOB online, Reckon online or Xero software, you are eligible to opt into AIM.

It's based on you sending in your profit and loss statement to the IRD on a regular basis via your software. You pay tax as you go based on the statement. At the risk of sounding like cautious accountants we suggest that you talk with us first. The system is new and we'd like to see it working well first.

If setting aside the funds to pay provisional tax is an issue for you, please call us to discuss as there are other alternatives available which may help.

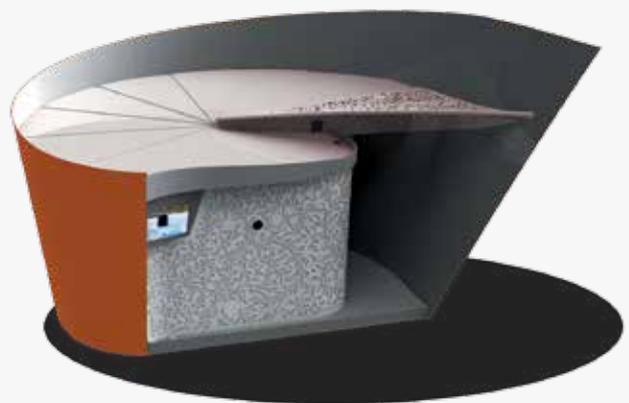
Unfortunately what we can't do is avoid the tax – if your business is going well and you feel like there's more money in the bank, then that may mean your profit is up, and so too will the tax be. Keep in touch as we're happy to look at how you're going and recommend tax savings as you go.

The Camera Obscura Sculpture Project

A group of passionate locals have been slogging it out fundraising so that they can build an 8m weathering steel sculpture, housing a Camera Obscura on the Hatea Loop near the town basin.

This unique sculptural structure, which will face Whangarei's award winning Te Matau Pohe Bascule Bridge, uses CCTV technology to connect to the world via the web. It will provide a real point of interest for our community and will create a valuable tourist attraction for domestic and international travellers.

We're right behind this initiative and are proud to be silver sponsors of the project.



For more on this unique attraction or for information on how you can donate go to <http://www.cameraobscura.nz>